



REAL GNP STAGNATES IN FIRST HALF

Bonn lowers its growth estimates

BY STEWART FLEMING IN FRANKFURT

REAL GROSS national product in West Germany stagnated in the first half of 1982 and would have fallen sharply but for the boost to demand from foreign, particularly export business, the Federal Statistical Office reported yesterday.

This grim outlook, and the mounting unemployment accompanying it, has been an important factor behind recent moves by the Bundesbank to ease interest rates. Yesterday, the central bank intervened again to add DM 5.3bn of liquidity to the banking system.

The West German banks will benefit directly from access to cheaper liquidity. The injection of new funds may also help steady long-term bond rates ahead of tomorrow's decision on the nominal interest rate for the forthcoming Federal Post Office bond issue.

down of wages and import costs so far will not be sufficient to induce a turning point. The extent of the decline in domestic economic activity is evident from the figures from the Statistical Office.

Portugal expects higher growth

By Diana Smith in Lisbon

PORTUGAL'S gross domestic product should grow by 2.5-3 per cent this year, according to Sr Alberto Regueira, the Secretary of State for Planning.

This is a remarkable turnaround for a country considered to be suffering from severe economic crisis marked by sluggish investment, tight credit, a balance of payments deficit likely to exceed \$2bn this year, and a budget deficit equal to 11 per cent of gross domestic product.

On his return from the IMF annual meeting in Toronto, Sr Salgueiro said restrictions must continue to allow Portugal to restore a better balance in its external relations and reduce the rate of foreign borrowing.

Turkey enters third year of military rule this week The sick man of Europe pays price for recovery

By METIN MUNIR IN ISTANBUL

TURKEY IS no longer the sick man of Europe. Under military rule, which entered its third year this week, the country that was tottering on the brink of civil war and economic collapse has undergone a remarkable transformation.

The improvement in the economy has been similarly impressive. With substantial aid from the West and a rigorous stabilisation programme, bankruptcy has been averted and growth restored.

Political activity is banned. All political parties have been abolished. Many prominent political figures of the past, like former Prime Ministers Ecevit and Mr Suleyman Demirel are expected to be banned from politics for at least five or six years.

The four other generals who rule with him in the National Security Council are expected to resign from the army to continue to help him run the country.

Terrorism has ended and the economy has shown impressive improvement. But thousands have been jailed, political activity is banned and the lot of low-income groups is no better.

General Evren and his ruling National Security Council have announced a timetable for the restoration of Parliamentary rule. The new constitution, written by an appointed consultative assembly, will be submitted to referendum in November.

Lambsdorff sends sparks flying

BY JONATHAN CARR IN BONN

WHENEVER Count Otto Lambsdorff appears on the scene the sparks begin to fly.

In his five years as West German Economics Minister, his abrasive tongue has spared almost no one—from the trade unions and the Social Democrats to business bosses and conservative politicians.

Even some colleagues in Count Lambsdorff's own liberal Free Democrat Party (FDP) shuffled their feet uncomfortably, and wondered how the plan might affect potential voters in the crucial elections in Hesse in about 10 days' time.

He quickly made a name for himself as the FDP economics spokesman and when his party colleague, Herr Hans Eridrichs, stepped down as Economics Minister in 1977 to go to the Dresdner Bank, Count Lambsdorff was the natural successor.

Count Lambsdorff agrees that international factors (like the oil crisis) have been partly responsible for the country's weak growth and high unemployment but he argues that many problems have been "made in Germany" too.

He proposes tax cuts for industry and advocates a slimming cure for the social security system—with reductions in unemployment pay, student grants, medical payments and so on.

SPD and a switch to the Christian Democrats and Christian Socialists. No doubt there is something in that—although only in May Count Lambsdorff told the Federation of German Industry that if it came to a change of Government "nothing much, and nothing of importance, would change in economic policy as currently practised."



Count Lambsdorff... nothing if not direct

Advertisement for Ireland DM 100,000,000 9 1/2% Bearer Bonds of 1982/1987. Includes logos for Commerzbank, Deutsche Bank, Allied Irish Banks, and various international banks.

Advertisement for United Technologies Corporation and Merrill Lynch International Bank, Inc. featuring a \$200,000,000 facility and various international branches.

Advertisement for FORTUNE magazine with the headline 'What's everybody's No. 1 subject these days?' and a subscription coupon form.

Handwritten note: "Sigi Gelli" with a signature.

'Sabotage' claims aimed at senior French policemen

BY DAVID HOUSEGO IN PARIS

THE FRENCH public's confidence in its police forces is being sorely tested by fresh evidence of rifts within the police hierarchy...

MEP vote to delay Vredeling directive

By John Wyles in Strasbourg

THE PROGRESS of the European Commission's controversial 'Vredeling directive'...

Italy prepares for Gelli extradition

BY RUPERT CORNWELL IN ROME

ITALIAN Justice Ministry officials were confident yesterday of having the document for the formal extradition of Sig Gelli...

the Swiss may wish to proceed against Sig Gelli for offences committed on their soil...



Sig Gelli: Swiss may press charges

How Poland's financial fireman was swept to power

BY DAVID BUCHAN AND LESLIE COLITT

MARIAN WIKTOR KRZAK, Poland's Finance Minister, has caused for satisfaction today...

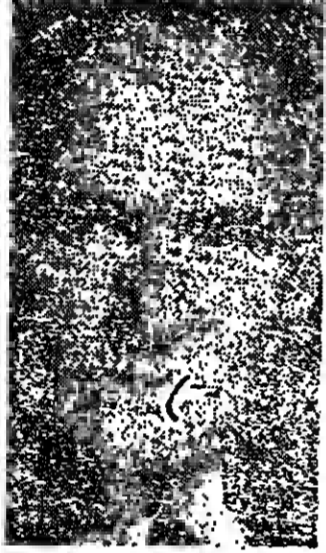
At the start of the debt crisis, some Western bankers found the largely untested Mr Krzak opinionated and impractical...

with more competent people than the Solidarity leaders, he says with evident relief.

Giant of Swedish industry and finance dies aged 82

BY WILLIAM DULLFORCE IN STOCKHOLM

MARCUS WALLENBERG, the most powerful man in Swedish industry and finance over the past half century, died yesterday...



Marcus Wallenberg

His death marks the end of an epoch in Sweden's economic history for it was the wealth created by a dynamic, privately owned industry...

Yesterday's action was prompted largely by deep divisions among the 117 Christian Democrats...

These differences prompted Mr Ivor Richard, the Social Affairs Commissioner, to appeal for a 'sensible contribution'...

Alarm rung by Irish industry

By Brendan Keenan in Dublin

THE CONFEDERATION of Irish Industry has called for the public sector to be reined back...

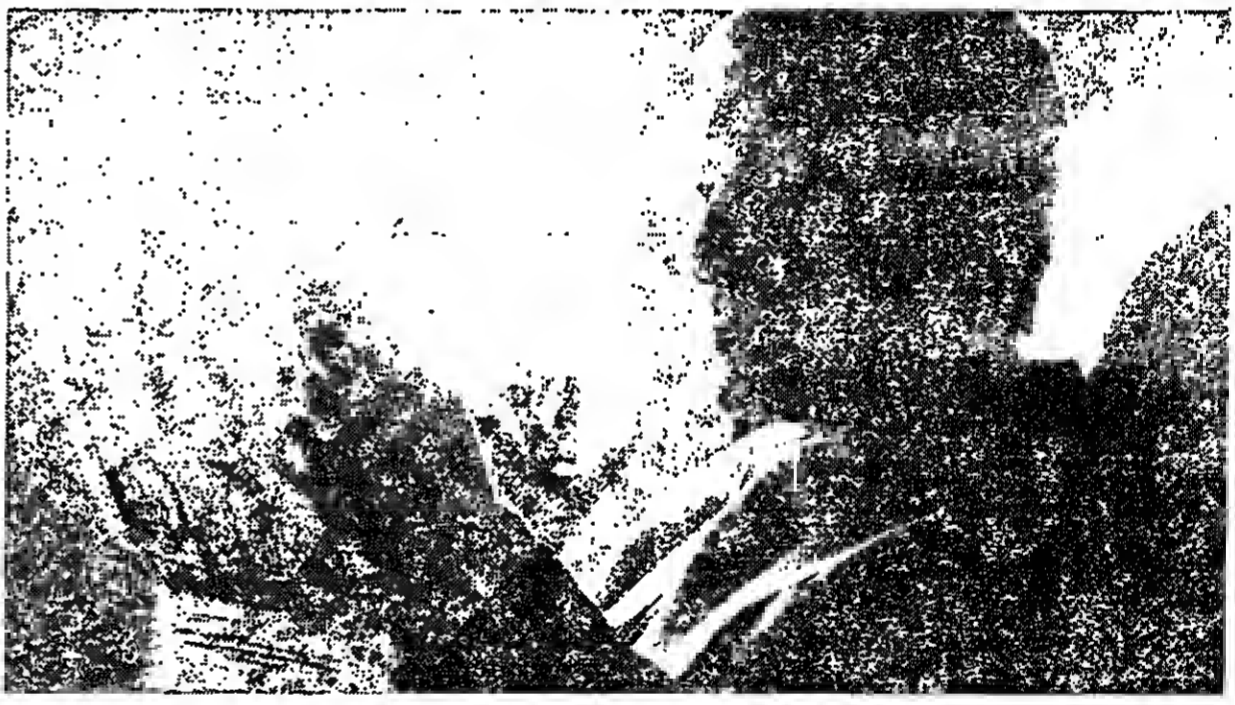
Four die in Basque attack

BY TOM BURNS IN MADRID

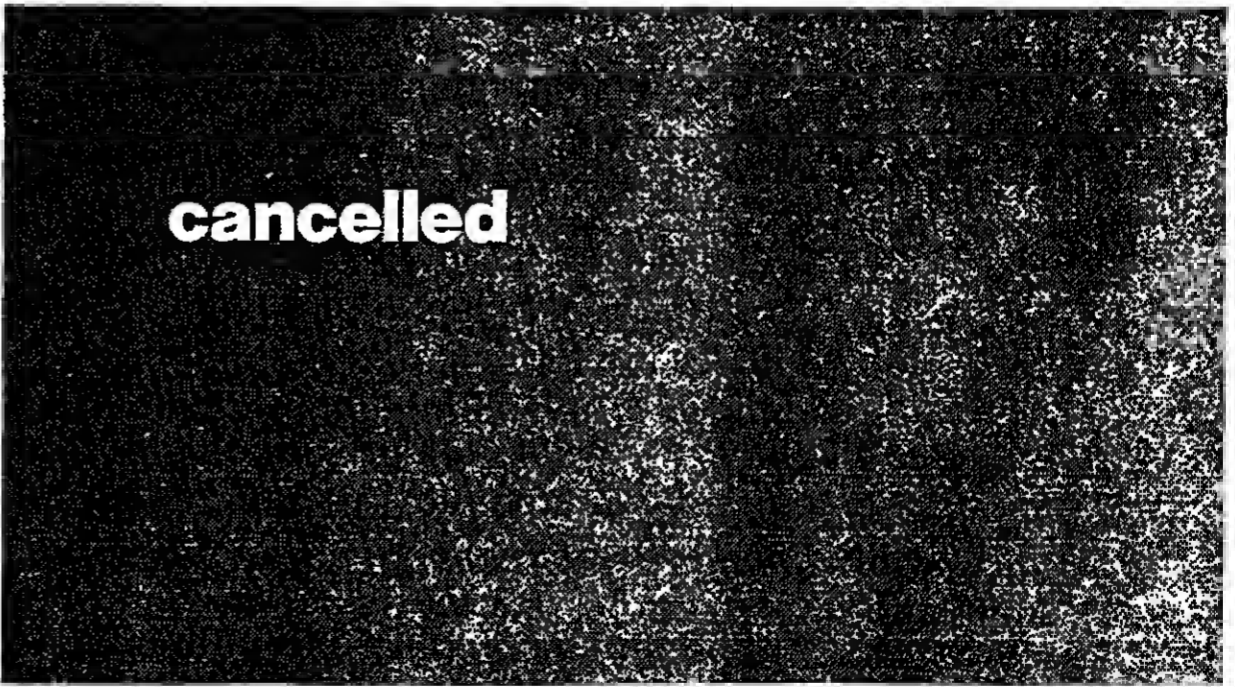
FOUR SPANISH policemen were killed yesterday in an ambush, apparently staged by Eta...

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AMERICAN NEWS

Reagan cuts hit poorer states hardest

By Reginald Dale, U.S. Editor, in Washington. PRESIDENT Ronald Reagan's economic policies are not only widening the gap between rich and poor, they are having the same effect on states, according to a study published yesterday by the Urban Institute.

Three U.S. railway companies in \$1bn merger

BY PAUL BETTS IN NEW YORK. THE RESHAPING of the U.S. rail network has taken a dramatic step forward with the approval by the Interstate Commerce Commission (ICC) of the merger of Union Pacific, Missouri Pacific and Western Pacific railways.

William Chislett recently in Laredo, Texas, looks at the disillusion spread by Mexico's crisis

Why a border boom town is going bust

"TELL ME," said the Texan banker, "do you think revolution is coming to Mexico?" The banker, who has seen from his high rise office across the muddy Rio Grande and into the world's most indebted nation, noted with alarm that many more "wetbacks" (poor Mexicans illegally crossing the river frontier) were fleeing poverty and entering the U.S. in search of work.



A group of Mexicans are arrested after they illegally crossed the border in a van

one of the most dramatic demarcations between the industrialised and the third world. Once across the bridge the visitor to Mexico has to run a gauntlet of begging Indian mothers sucking babies in the dusty, polluted main street.

'Cultural' cable TV network venture ditched by CBS

BY PAUL BETTS IN NEW YORK. CBS CABLE, the New York communications and entertainment company's \$50m (£29m) venture in cable television, has become the first major victim of the increasingly competitive U.S. cable industry.

IBM alleges three tried to sell trade secrets

BY LOUISE KEYHOE IN SAN FRANCISCO. IBM has filed a suit alleging trade secrets misappropriation by three of its employees who are accused of trying to sell design information on future IBM personal computer products.

New U.S. daily launched

By Richard Lambert in New York. USA TODAY, a new general daily newspaper, is scheduled to start production today in a five-state area around Washington and Baltimore.

OVERSEAS NEWS

Plan for Namibia interim assembly provokes criticism

BY BERNARD SIMON IN JOHANNESBURG. A HEATED dispute has erupted between Pretoria and the interim government of Namibia over South Africa's efforts to replace the present administration in Windhoek with one which it hopes will fare better in pre-independence elections.

Broken Hill to cut steel jobs by 1,700

By Michael Thompson-Noel in Sydney. BROKEN HILL Proprietary, Australia's largest company, said yesterday it was cutting the workforce at its steel plant in Newcastle, New South Wales, by 1,700 over the next three months.

New Israeli inflation plan attacked

BY DAVID LENNON IN TEL AVIV. ISRAELI industrialists have attacked new government plans for fighting the country's soaring inflation, calling the proposals harmful to exports and likely to cause serious unemployment.

Thatcher 'will offer Hong Kong solution'

By Tony Walker in Peking. MRS MARGARET THATCHER, the British Prime Minister, will make relatively specific proposals for the settlement of the Hong Kong problem when she visits Peking later this month, according to officials here.

Jerusalem dismisses Hussein's statement

BY OUR TEL AVIV CORRESPONDENT. KING HUSSEIN of Jordan's statement that he has accepted Israel's right to exist since 1987 was dismissed by officials in Jerusalem yesterday as "nothing new".



Hussein... "echoing what most conservative Arab leaders have been saying for years"

Iraqi warplanes 'score hit on Kharg Island'

IRAQI warplanes bombed Iran's oil-loading Kharg Island in the Gulf on Tuesday, the Gulf news agency reported from Baghdad. The agency quoted an Iraqi military spokesman as saying the attacking warplanes scored "direct and effective" hits on Iranian oil and other vital installations.

Yamani defends \$34 oil reference price

BY RICHARD JOHNS. A FALL in the price of oil to \$28 per barrel could have serious consequences for the availability of supply in the medium-term future, Sheikh Ahmed Zaki Yamani warned at the end of the Oxford Energy Seminar.

intention of not producing at a rate permitting the build-up of large stocks which could be used to manipulate prices. "Ironically, the attitude of both oil producers and consuming countries toward stocks exacerbates instability in the market, thereby increasing the likelihood that the cycle of 'feast and famine' will continue to be its dominant feature."

# By the time you've read this ad the Dollar could have moved 2¢

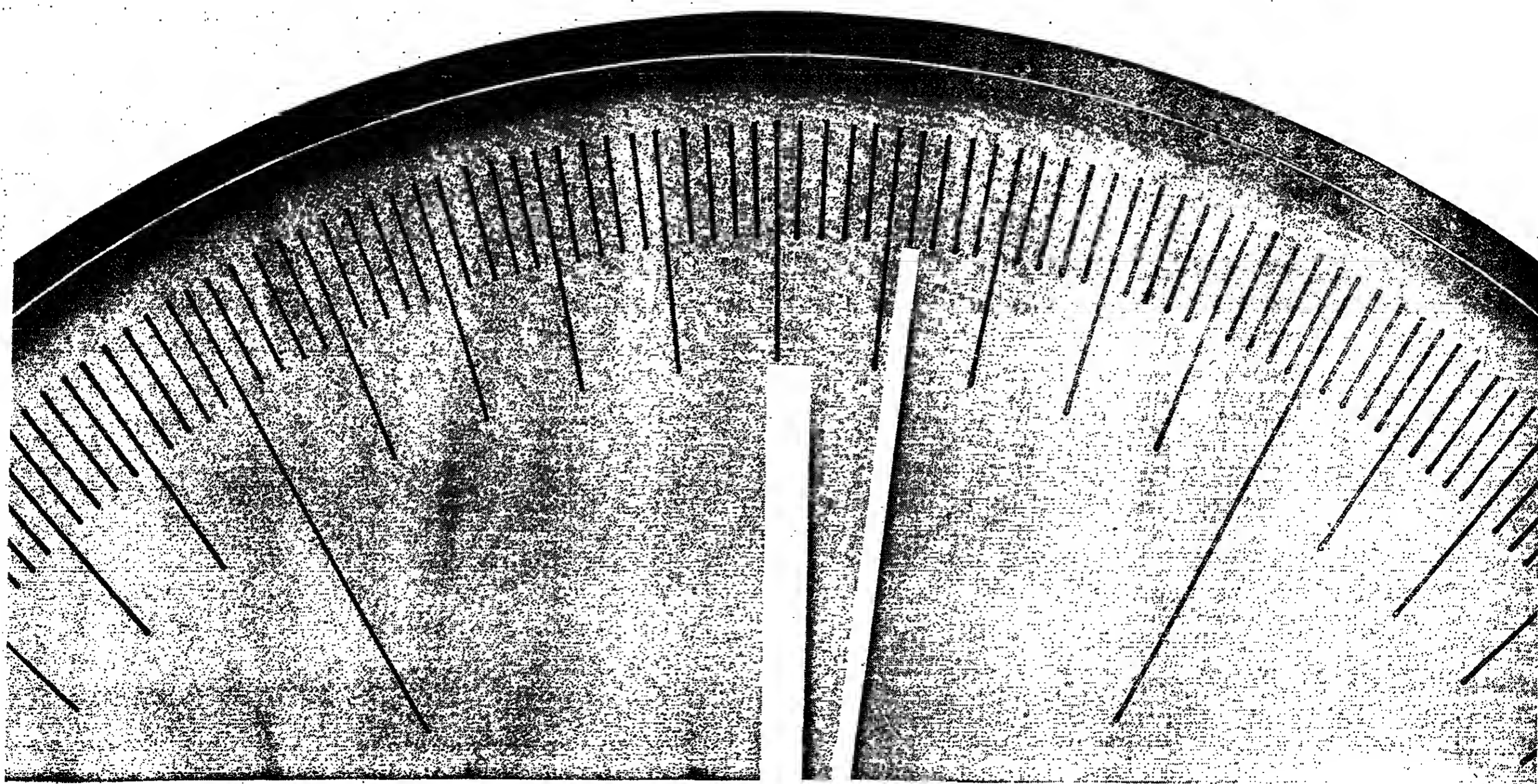
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 The Chase is on.



WORLD TRADE NEWS

Creusot-Loire to take legal action against U.S.

BY DAVID HOUSEGO IN PARIS

CREUSOT-LOIRE, the French steel and engineering group, announced yesterday that it was taking legal action against the U.S. Administration's ban on the sale of goods and technology to the company and its main subsidiaries for enforcing U.S. sanctions on the provision of equipment for the Siberian-West Europe gas pipeline.

action threatened "rapidly and irreversibly" to destroy these possibilities of co-operation. M Jean-Pierre Chevenement, the French Minister of Industry, who starts a visit to the U.S. tomorrow took a similar view yesterday when he said that differences over the pipeline should not poison relations between the two countries.



Michael Johert

France warns S. Korea

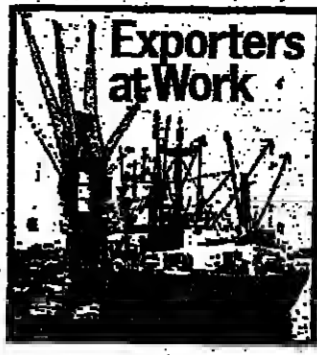
FRANCE has warned South Korea's textile exporters not to expect great progress to the present trade talks with the EEC in Brussels.

British manufacturers reach for the sky

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT

NEW AIRPORTS, and the refurbishment of existing airports, will create an estimated £200m market for equipment and civil engineering work over the next five years. Much of this potential business is in developing countries, where the trend is increasingly towards package deals.

BRITISH Airports International (B.A.I.) has just been awarded the master planning project for an airport in Tabarka, on the north-west coast of Tunisia. B.A.I. will be working with Sotetec, Tunisia's largest civil engineering consultants. The contract is worth £250,000, writes Frances Gillies.



Exporters at Work

fact be equal to twice the full value of the contract. The French had apparently agreed to the latter in their bid, but after some worrying days, Lazards raised the extra and the contract was secured.

Irish builders seek help for overseas contracts

BY BRENDAN KEEMAN IN BELFAST

IRISH BUILDERS believe they could be in the running for £75m (£60m) worth of overseas business, especially the Opec countries, if they had the same kind of government backing as their industry enjoys in other EEC countries.

They were to compete successfully against European rivals. His comments echo those in the recent, but unpublished, Teis Report on Irish industrial policy, which suggested the country was lagging behind in its export incentives.

Soviet warning to Comecon on its trade with the West

BY LESLIE COLLIT IN BERLIN

THE Soviet Union has cautioned its Comecon allies against increasing trade with the West, noting that capitalist economies are wrecked by crises and are extremely "unstable and unpredictable".

several of the smaller Comecon countries have been steadily building up the proportion of their trade with the West, following the example of the Soviet Union.

Gloomy forecast for Swiss chemical sector

BY JOHN WICKS IN ZURICH

SWITZERLAND'S chemical sector is "in a difficult position", according to Dr Alfred Hartmann, chairman of the Swiss Society of Chemical Industries (SGCI).

chemical exports were higher by only 1.5 per cent than for the corresponding period of 1981.

COMPANY NOTICES: Canadian Pacific Enterprises Limited. DIVIDEND NOTICE. THE COPENHAGEN COUNTY AUTHORITY 20,000,000 European Units of Account 8 1/2% 1979/1991 Bonds.

RESIDENTIAL PROPERTY: SWITZERLAND. FOREIGNERS can buy apartments freehold on LAKE GENEVA. KNIGHTSBRIDGE CHARMING NEWS HOUSE. AMERICAN EXECUTIVES seek luxury furnished flats or houses up to £350 per week.

PERSONAL: FACT. 1 IN 5 OF THE PEOPLE registered blind each year under the age of 65, go blind because of it—DIABETES. ART GALLERIES. CLUBS.

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UK NEWS

Counting the hidden costs of keeping the Falkland Islands British

The islanders could be among the most heavily aided people in the world, Bridget Bloom reports

IF THE British Government decides to adopt Lord Shackleton's report on the economic development of the Falkland Islands...

Islands garrison. Mr John Nott, the Defence Secretary, specifically excluded garrison costs when he spoke last June...

The question is to be formally reviewed in the Defence Ministry next month. The service chiefs will recommend the force levels they think necessary...

Illustrious, Britain's third aircraft carrier, which replaced Invincible three weeks ago. There are just under 3,000 army personnel in the Falklands...

operation from Britain via the Ascension Islands. More than 10 Hercules transporters are flying the 11-hour route from Ascension...

its home and Nato obligations. But the army, for example, is not so big that it can readily afford to have 1,000, or about 9 per cent, of its engineers...

Tours of duty are likely to be six months—too short and too costly, to take families, while there are so few women in British infantry regiments...

"The French ordered it better. They took their horse with them," was the comment of one officer who added quickly that he didn't think that was a solution British defence chiefs would be likely to adopt.

Industry has cut to the limit, warns Tory MP

By Peter Riddell, Political Editor. DISQUIET about the state of the economy among many Tory MPs, especially in the Midlands, was underlined yesterday by Mr Anthony Beaumont-Dark...

Green light for reform of steel castings industry

By JOHN LLOYD, LABOUR EDITOR. A PLAN to rationalise the UK steel castings industry now appears certain to go through, despite union opposition. This follows agreement to the plan from F. H. Lloyd...

Alcan seeks 20% jobs cut at Gwent plant

By Alan Pike, Industrial Correspondent. ALCAN SHEET, part of Alcan Aluminium UK, is to cut the workforce of its Rogerstone, Gwent, plant by about 20 per cent. The company has opened discussions with employees' representatives...

Helicopter safety inquiry urged

BY LYNTON McLEAN. A CALL for a full inquiry into helicopter safety by the Trade Department was renewed yesterday by Mr David Ennals, a former Labour Cabinet Minister. He was commenting on the third crash in the North Sea in 13 months involving helicopters operated by the Bristow company...

SE steps up fight over rule book

BY JOHN MOORE, CITY CORRESPONDENT. THE STOCK Exchange is stepping up its defence against the Office of Fair Trading, which has challenged the Exchange's business methods. In a letter to all members of the Stock Exchange...

Benn praises 'militancy' in union movement

By Peter Riddell. MR TONY BENN last night said the Labour and trade union movement was coming together in a campaign of industrial militancy. In an almost gleeful speech at a Tribune rally in Manchester...

Heavy vehicle testing to be privatised

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT. THE GOVERNMENT is aiming to transfer the ownership of all 91 heavy goods vehicle testing stations to the private sector from April 1. Officials are discussing the final arrangements with Lloyd's Register of Shipping...

Growth of trading in Chicago sets market standard as volume rises by 40%

BY JEREMY STONE. CHICAGO CONTINUED to set the industry standard in financial futures. In the first eight months of 1982 futures volume on the International Monetary Market showed a 40 per cent rise over the same period a year before...

FINANCIAL TIMES WORLD FINANCIAL FUTURES CONFERENCE

How can any heating system take one unit of energy, and double it? Find out. PLANELECTRIC WE HAVE THE POWER TO HELP YOU



Handwritten note: *دول، ايساليس*

UK NEWS

Lower rate of growth in architectural commissions

By William Cochrane
ARCHITECTURAL commissions continued to show a lower rate of growth in the second quarter of 1982...

Output gains shake Mersey 'myth'

BY IAN HAMILTON FAZEY
LARGE productivity increases in key manufacturing industries put Merseyside well ahead of the national trend in the 1970s...

generating role in the local economy, and its disproportionate contribution to Merseyside's traditional image of strike-prone...

Sponsorship conference to be held in London

By James McDonald
COMPANY accountants can measure the amount spent on commercial sponsorship of sports and the arts...

Devolution 'no help to Scottish economy'

BY MARK MEREDITH, SCOTTISH CORRESPONDENT
SCOTLAND would not benefit economically from devolution, according to a book published tomorrow...

Sale of 12 De Lorean cars raises £140,000

BY OUR BELFAST CORRESPONDENT
TWELVE De Lorean cars came under the auctioneer's hammer in Belfast yesterday...

Call for 'fresh start' through Ulster elections

BY OUR BELFAST CORRESPONDENT
WITH ONLY two weeks to nomination day for the new Northern Ireland Assembly...

Liberal assembly unlikely to hear Alliance protests

BY IVOR OWEN
LIBERAL ACTIVISTS who hold the minority view that Mr David Steel has made too many sacrifices to achieve an electoral alliance...

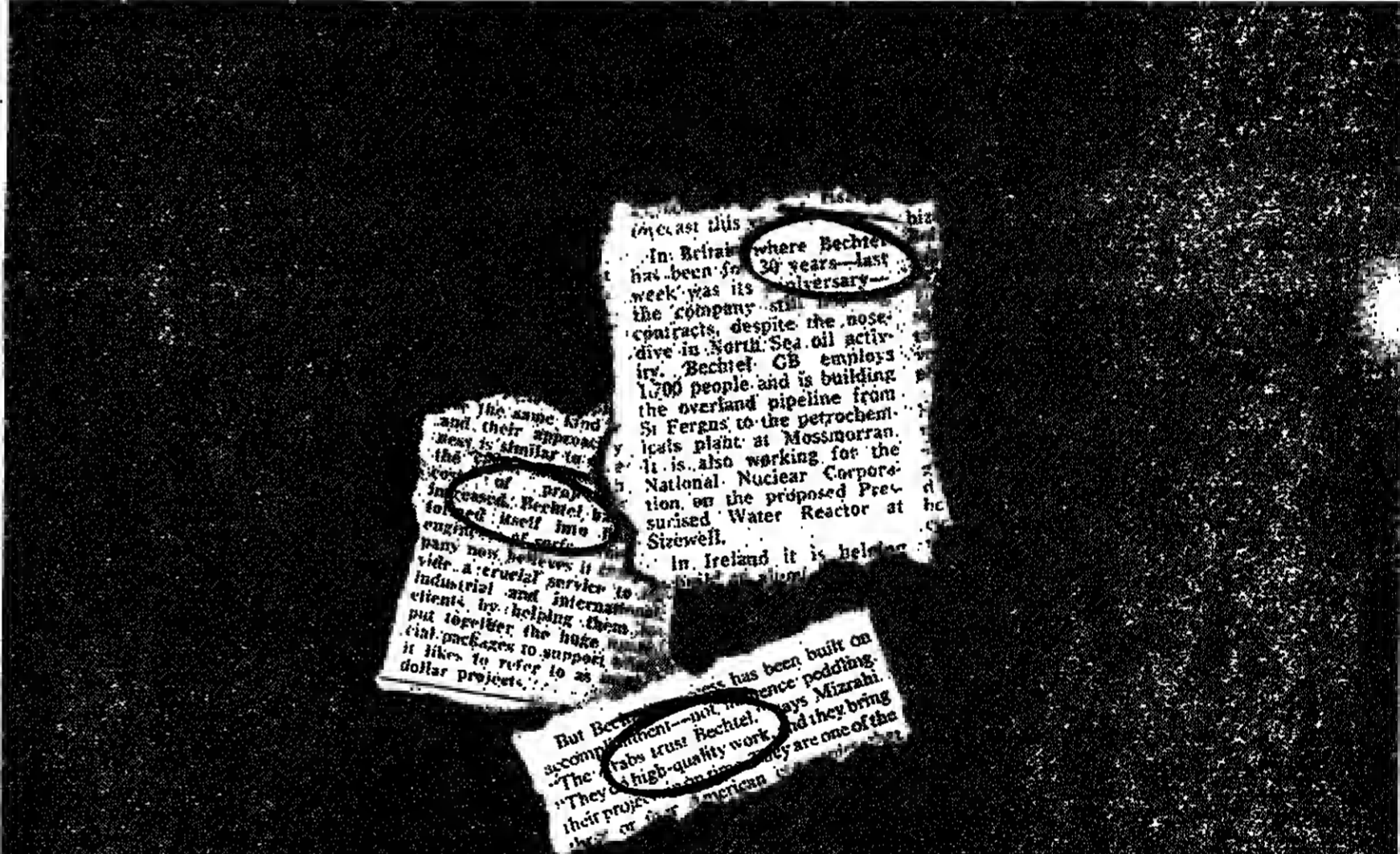
Ed Berman goes from Elsinore to inner city

By Elaine Williams
THE MAN who once performed a 15-minute version of Hamlet on top of a double-decker bus hopes to help voluntary organisations make a greater contribution...

Side effects of drug fears

BY RAYMOND SNODDY
THE PUBLIC is becoming apprehensive of new drug discoveries because of publicity over side effects...

Apprehension over modern medicines was being caused by the strict publicity given to the withdrawal of product licences for medicines thought to produce serious side effects...



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The massive, multimillion dollar megajobs are the ones that make news. They demonstrate the extent of our capabilities, our skills, our global reach. But some facts never get reported. Bechtel is established in London. And has been for 30 years...

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With acknowledgements to: Financial Times; Sunday Times Business News; Newsweek International.

Advertisement for Punch magazine featuring a rat and the text: YOU'RE A SLIMY BOOTLICKING CRAWLING RAT CARRUTHERS. WELCOME TO THE BOARD! Special Business Edition. September 15th.

UK NEWS - LABOUR

Papers face day of action blackout

BY DAVID GOODHART, LABOUR STAFF

THERE WILL be virtually no morning evening papers published in Britain on September 22—the TUC day of action for the health workers—following yesterday's decision of the National Graphical Association national council to instruct its 136,000 members to withdraw their labour.

Some independent TV stations may be blacked out all day following the decision of the Association of Cinematograph, Television and Allied Technicians, to urge their members to strike between 5.30 and 8.30 pm.

Two-year phased pay deal for ITV staff

By David Goodhart, Labour Staff

The Independent Television Companies Association has clinched a two-year pay deal with its 10,000 production, technical, and manual staff, giving an 8 1/2 per cent rise this year and one in line with the Retail Price Index from June next year.

Young Workers Scheme 'doubts'

BY JOHN LLOYD, LABOUR EDITOR

THE GOVERNMENT yesterday said the 100,000th school-leaver had been taken on under the Young Workers Scheme. But new research findings claim that the basis for the scheme is in doubt.

THE GOVERNMENT yesterday said the 100,000th school-leaver had been taken on under the Young Workers Scheme. But new research findings claim that the basis for the scheme is in doubt.

Oil refining stewards plan rallies to protect jobs

BY NICK GARNETT, NORTHERN CORRESPONDENT

A NATIONAL meeting in Manchester of senior shop stewards in oil refining and distribution operations, and representatives from ICI, WIPAC, and other companies, agreed yesterday to hold work-place meetings to hold work-place meetings, but not stoppages, in a campaign against contraction in the industry and job losses.

School meals staff threaten strike on cuts

By Our Labour Staff

ALMOST 2,000 school meals staff and cleaning workers in Gloucestershire are threatening an indefinite strike from Monday unless the County Council withdraws proposals for job cuts.

Standard Chartered BANK PLC

INTERIM REPORT

Standard Chartered Bank reports Group profits before taxation for the six months ended 30th June, 1982, of £100.9 million (1981 £139.2 million). Profits after taxation and minority interests were £45.9 million (1981 £68.9 million) representing 35.4 pence per share (1981 restated 53.2 pence per share).

Reflecting worldwide recessionary trends, the commercial banking operations experienced lower profits in many areas, particularly in the United Kingdom and North America. Severe profit declines occurred in the consumer finance companies in the United Kingdom and South Africa. Lending to countries engaged in negotiations for restructuring their external debt and to entities in those countries, accounts in total for approximately 2% of the gross assets of the Bank and its subsidiaries.

As a result of overall compensating exchange rate movements, the currency effect on profits was negligible compared with the corresponding six months of the previous year.

An interim dividend of 9.2 pence per share (1981 restated 9.2 pence) has been declared payable on 22nd October, 1982, to shareholders registered on 1st October.

GROUP RESULTS

Table with columns: On Historical cost basis (unaudited), Six months ended 30th June, Year ended 31st Dec. 1981, On Current cost basis (unaudited), Six months ended 30th June, Year ended 31st Dec. 1981. Rows include Trading profit, Interest on loan capital, Profit before taxation, Taxation, Profit after taxation, etc.

NOTES TO THE HISTORICAL COST GROUP RESULTS

- 1. The charge to trading profit of the Bank and its subsidiaries for bad and doubtful debts is as follows: Specific, General. 2. The charge for taxation assumes United Kingdom corporation tax at 52% (1981-52%) and takes into account the Group's estimated deferred tax provision for the year.

The current cost accounts have been prepared in accordance with the provisions of SSAP No. 16, Current Cost Accounting, and the adjustments to historical cost accounts are as explained on page 44 of the 1981 Annual Report and Accounts.

Murray to be confirmed as Boilermakers' chief

BY JOHN LLOYD, LABOUR EDITOR

MR JAMES MURRAY, whose tenure of the post of general secretary of the Boilermakers Society has been under continual challenge for the past two years, will be finally confirmed in the post next Monday.

TABS Accounting Business Systems. The UK's most popular Accounting System now being used by leading accounting practices. Includes image of a computer terminal.

In war, in peace you need his help. When help is needed, please help him and his dependants. A donation, a covenant, a legacy to THE ARMY BENEVOLENT FUND.

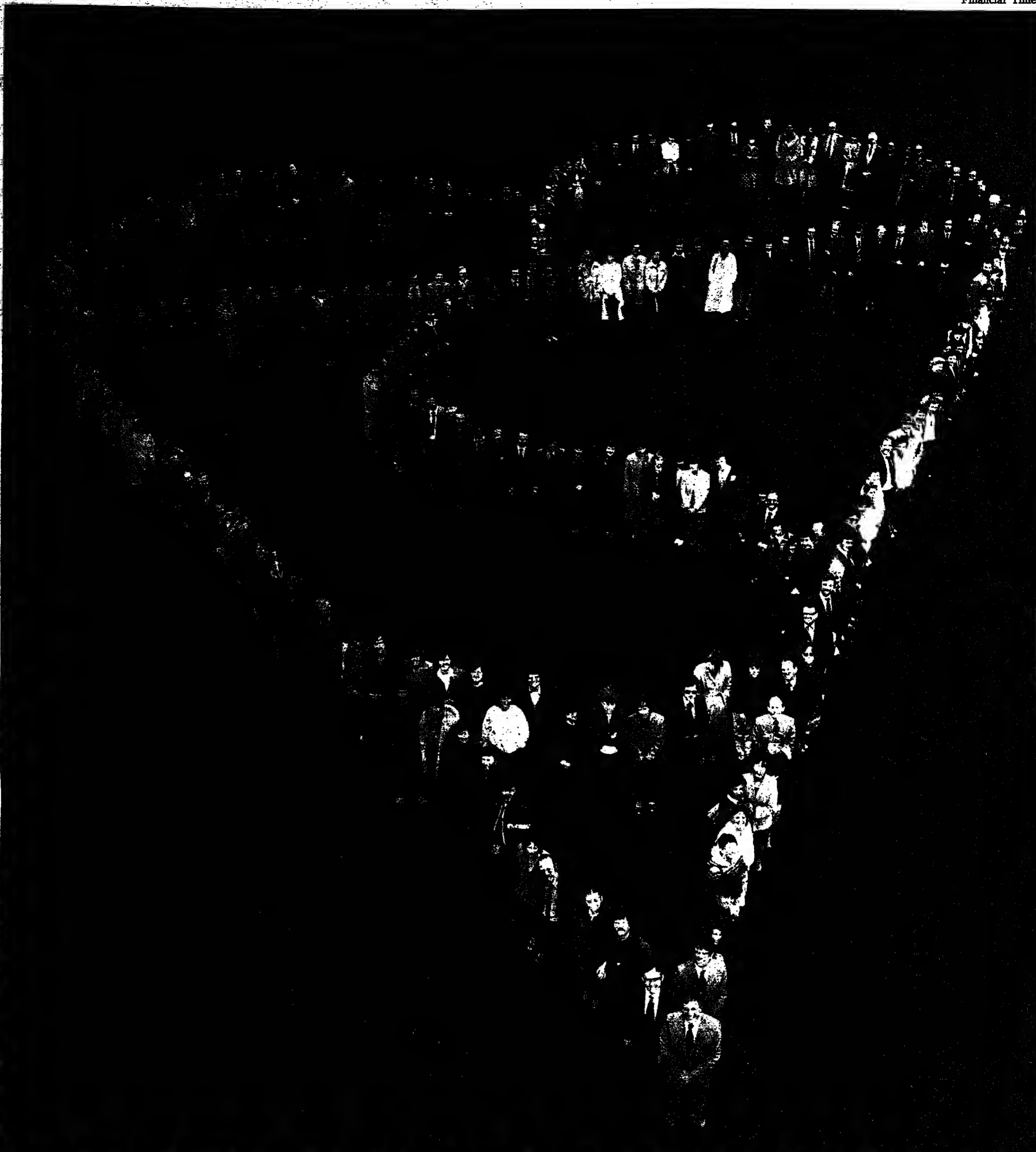
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How to compare Executive Pension Schemes

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كشور الیوم

FINANCIAL TIMES

Eurobond Quotations and Yields



The Association of International Bond Dealers

at 31st August 1982

The Association of International Bond Dealers (AIIBD) compiles current market quotations and yields for Eurobond issues...

Eurobonds in August

BY OUR EUROMARKETS STAFF

A HEAVY \$1.12bn of new paper was launched in the Eurodollar market during the first week of August...

some digestion problems and prices almost immediately began to tumble...

Interest or principal to U.S. residents holding bearer bonds...

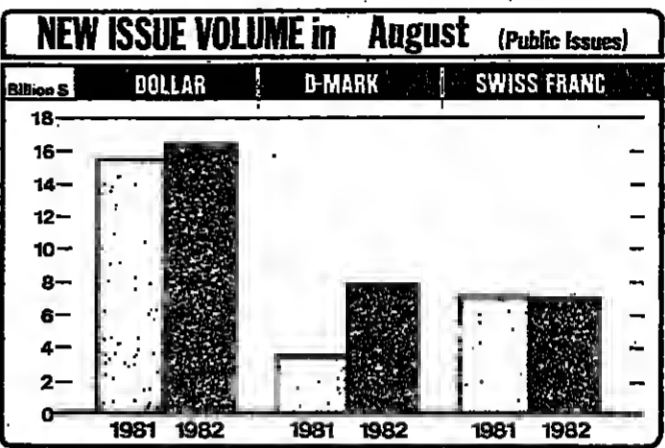
Prices in the Eurodollar sector forged ahead half way through the month...

Although trading was good and prices were rising there was no rush of new issuers...

In the domestic UK market S. G. Warburg announced on August 25 that it was arranging a \$75m build-up bond for Electricite de France...

10-year issue for the Mortgage Bank of Denmark, whose indicated 8 1/2 per cent coupon and price of 99 was judged as too low by the market...

The Swiss franc sector again saw a steady volume of new paper throughout the month...



The real casualties in all sectors in August, however, were South American and especially Mexican paper...

Also in the Swiss franc sector, Sotidic brought an unusual and attractive dual currency issue to the market...

The announcement on Thursday, August 26 of the discount and Lombard rate cuts in Germany and Switzerland had been largely anticipated by the market...

CONTENTS

Table listing various bond categories and their corresponding page numbers, including US Dollars, Japanese Yen, and various international currencies.

The table of quotations and yields gives the latest rates available on August 31, 1982. This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable...

COMPILED FOR THE ASSOCIATION OF INTERNATIONAL BOND DEALERS BY DATASTREAM INTERNATIONAL LTD

Main table of bond quotations and yields, organized by currency (US Dollars, Japanese Yen, etc.) and listing bond details like issuer, maturity, and yield.

Main table of financial data with columns for company names, stock prices, and other metrics. Includes sub-sections like 'IN DOLLARS - FOREIGN (CONTINUED)' and 'IN DOLLARS - DOMESTIC (CONTINUED)'.

Continuation of the main table of financial data, including company names, stock prices, and other metrics. Includes sub-sections like 'IN DOLLARS - FOREIGN (CONTINUED)' and 'IN DOLLARS - DOMESTIC (CONTINUED)'.

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Main table of financial data, organized into columns for different market categories such as 'US DOLLARS - GOVERNMENT', 'US DOLLARS - CORPORATE', and 'CANADIAN DOLLARS'. Each column contains multiple rows of data with columns for 'PRICE', 'YIELD', 'MATURITY', and 'CONTRACT SIZE'.

Continuation of the financial data table from the previous section, covering the same categories and providing further details on market instruments and their characteristics.

Main table containing financial data for various countries and currencies, including columns for country, currency, and various financial metrics.

Continuation of the main table, providing further financial data and details for the listed countries and currencies.

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Main table of financial data with columns for Name, Maturity, Yield, and Price. It lists various international bonds and certificates.

WestLB: SD Certificates (Schuldschein-Index)  
5 years maturity: 8.95%

Table of SD Certificates (Schuldschein-Index) with columns for Name, Maturity, Yield, and Price. Includes entries like Autopistas Espanola, Banco N. Orens, etc.

WestLB advertisement for current prices and further information. Includes contact details for Düsseldorf, London, and Hong Kong offices.

Table of WestLB Euro-Deutschmarkbond Yield Index for August 31, 1982. Lists various bond yields and prices.

Table of WestLB Euro-Deutschmarkbond Yield Index for July 31, 1982. Lists various bond yields and prices.

Quotations (Continued)

Table of financial quotations including columns for Name, Maturity, Current Yield, Yield to Maturity, and Dividend. Lists various international bonds and equities.

Table of financial quotations for U.S. companies, including columns for Company Name, Maturity, Current Yield, Yield to Maturity, and Dividend. Lists various American corporate bonds.

INVESTMENT FUNDS

The following funds include Eurobond issues within their portfolios

Quotations & Yields as at 31st August, 1982

SOCIETE GENERALE DE BANQUE BANQUE GENERALE DU LUXEMBOURG

Table of investment fund data with columns for Funds, Price, First Issue, Yield %, and Div. Date. Lists various fund names and their performance metrics.

EUROBONDS

The Association of International Bond Dealers Quotations and Yields appears monthly in the Financial Times.

Proposed publishing dates:

- 1982
Tuesday 14th September
Wednesday 13th October
Thursday 11th November
Tuesday 14th December

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July 1982.



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Morgan Guaranty Trust Company of New York
Société Générale
Principal Agent: Bank of America International Limited
London Sub-Agent: Bank of America NT & SA
New York Sub-Agent: Bank of America International



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THE ARTS

April 1982

Television/Chris Dunkley

More passion, less preaching

I return to the fray at a time when television presents a uniquely tantalising prospect. Test transmissions are already running on Channel 4...

human experience and human expression which makes most television seem like marks in sand scrawled by a band of idiots. Most television, but not all. Perhaps the most striking facts upon returning are the way that the good television is so inextricably bound up with the bad...

at odd moments on television and celebrate them. On my first day back in Britain I switched to BBC1 for the Nine o'Clock News and at the end of it found myself pinned back in my chair by that extraordinary story-telling enchanter Kenneth Griffith...

ately wanted to make them, no matter how large or small the audience might be. It is not an entirely original thought, of course, but applying this litmus test for motive-ratings? or passion? to the subsequent programmes of the new season has been quite a rewarding exercise...

National Gallery/Colin Amery

Voice of the people

The architectural competition for the new wing of the National Gallery in Trafalgar Square has attracted more than 70,000 visitors when it closed last Sunday. This is definitely the most successful architectural event to have been held in London for a long time.

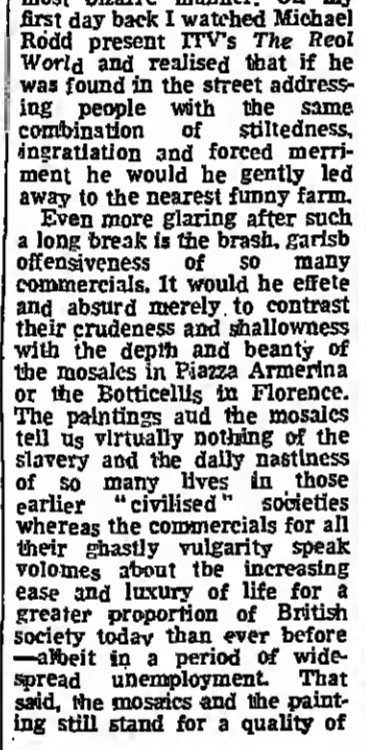
Two schemes remain that are worth serious attention. The much-liked one by Ahrends, Burron and Koralek has the great distinction of a grand and beautiful gallery space which is clearly shown in the model and cut-away scheme.

The Double Man/Bush

Michael Coveney

"To be forced to be political is to be forced to live a dual life." So concludes the young W. H. Auden on the brink of his American years...

Caroline Embling as Claire



Caroline Embling as Claire

Murray Louis/Bloomsbury Theatre

Clement Crisp

Murray Louis and his dancers—four men, four women—are in residence this week in London. Streets, two programmes of Mr Louis' choreography. The style is quick, light, with flickering gestures, swift muscular responses...

Finnissy & Knussen/Barbican Hall

Dominic Gill

In the present aesthetic and political climate, it was remarkable that the House of du Maurier should have had the enterprise to support the Philharmonia Orchestra's first "Music of Today" series last year. It is nothing short of a miracle—albeit the most welcome kind—that they should have had the persistence and the courage to support it for a second season.

Royal Opera House retrospective at R.A.

The Royal Opera House Retrospective (1772-1982) is an exhibition to be held at the Royal Academy of Arts, Burlington House, Piccadilly, London W1, illustrating 250 years of opera, ballet and drama in the three theatres which have stood on the Covent Garden site during the past 250 years, as seen through the eyes of the artist.

And there is a lovely twinkle about the encounters with Isherwood, Coghill and old Press-cuttings: his schoolboy Katherine was given opposite the Petruccio of "one Sebastian Shaw." Finally, slumped in a New York bar, the shoulders are hunched and we see the boy as father to the wrinkled, wise and witty man of later years.

Display of City's art collection

The City of London's art collection will be given its largest showing since the war this autumn when The City's Pictures is presented at the Barbican Art Gallery from November 24 to January 23, 1983.

The exhibition consists of a selection of nearly 200 paintings, watercolours and prints from the City of London's extensive collection at the Guildhall. The evening's second half was devoted to a work of Knussen's own: a short orchestral song-cycle, Songs and a Sea-Interlude, abstracted from his opera on Maurice Sendak's Where the Wild Things Are (which I reviewed at its premiere in Brussels nearly two years ago).

THEATRES section listing various theatre productions, venues, and showtimes across the country.

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THEATRES section listing various theatre productions, venues, and showtimes across the country.

F.T. CROSSWORD PUZZLE No. 4974 ACROSS section with a crossword puzzle grid and clues.









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Companies and Markets

UK COMPANY NEWS

Home Charm little changed at 24 weeks

ALTHOUGH interest charges were boosted from the acquisition of 28 Sankey Homecare Stores last April, pre-tax profits of Home Charm, supplier of wallpaper, paints, kitchen and bathroom units, were little changed at £2.2m for the 24 weeks ended June 19 1982, compared with £1.2m for 24 weeks...

Fogel feels sure that the actions the directors are taking will keep Home Charm in a strong position to meet the challenges that lie ahead. It therefore remains confident of your group's future growth, he states.

The directors point out that any employee share incentive scheme provision, charged above the line in the P and L account, is dependent on full year's results.

opened - two prior to June 19 - and two more will be opened before December, bringing the total selling area by then to 1.37m sq ft, an increase of 74 per cent over 1981.

take some digesting but within a few months borrowings have been worked down from £15m to £5m and with falling rates second-half interest charges should be little more than £700,000.

First six months dive to £56,000 by Barton

DISAPPOINTING RESULTS have been shown for the first half year to June 30 1982 at Barton Group according to Mr John Wardle, chairman, when reporting a dive in pre-tax profits from £457,000 to £56,000.

Willis Faber £3m ahead at midway

PRE-TAX profits at Willis Faber, insurance broker, rose from £14m to £17.01m in the half-year to June 30 1982. The interim dividend is raised from 4.3p to 5p net - last year's total was 15p from pre-tax profits up from £19.37m to £27.18m.

BOARD MEETINGS

Table listing board meetings for various companies including Amalgamated Metal, Arbutnot Ollier Insurance Trust, etc.

Underwriting credit at Trade Indemnity

Premiums written on the three open underwriting accounts by Trade Indemnity in the first half of 1982 totalled £17.37m, an increase of 23.8 per cent at June 30 1982.

Consumer products boosts Hestair midterm

THERE WAS no improvement whatsoever in the general business environment during the first half year, say the directors of Hestair, the industrial group.

But there was some improvement in pre-tax profits, which rose from £233,000 to £315,000 in the six months to July 31 1982.

Farm equipment has seen some revival of demand in the UK, and this should continue into the second half, it says.

performance has fallen away sharply with sales to Opec countries fast disappearing. However the group hopes the delayed Hong Kong bus order will arrive in the second half.

BTR Hopkins held back by falling demand

BTR Hopkins, the listed Australian group, which contains most of the local activities of BTR of the UK, was held to an 8.5 per cent increase in pre-tax profits for the half year to June 30 by a reduction in demand for its products.

TV South meets initial targets

THE new Channel Four subscription, coupled with the Eschequer Levy and interest charges, have made big inroads into the pre-tax profits of Television South.

Channel Four will commence broadcasting on November 2. The expected coverage in the Television South region will initially be some 73 per cent, somewhat less than the national average of 87 per cent.

year was ahead of the company's projections and in the first six months of 1982, revenues for the industry were 16.5 per cent up on 1981.

S. W. Farmer maintains recovery

THE IMPROVEMENT experienced by S. W. Farmer Group in the second six months of 1981 continued into the first half of the current year when the company returned pre-tax profits of £527,000, compared with a loss of £775,000 previously.

Turnover for the half year to June 30 reached sharply from £2.1m to £12.94m - the group has interests in the manufacture of structural steelwork and platework.

YEARLINGS AT 10 1/2%

The interest rate for this week's issue of local authority bonds is 10 1/2 per cent, up a quarter of a percentage point from last week end, compared with 11 per cent a year ago.

RESULTS AND ACCOUNTS IN BRIEF

Table with columns for company names and their financial results, including HAMPTON TRUST, CONSULTANTS (COMPUTER AND FINANCIAL), ENGLISH & SCOTTISH INVESTORS, etc.

MEPIC plc advertisement for a £30,000,000 12 per cent First Mortgage Debenture Stock 2017. Includes details on interest, application, and company information.

Linde advertisement featuring a large image of a woman operating a truck. Text includes 'Technology in the Service of Mankind', '19 year old Bridget moves 100 t of timber every day in her father's timber works. Very hard work for her?', and contact information for Linde AG and its UK representatives.

Companies and Markets

BIDS AND DEALS

Keep Investment launches reverse bid for Dorada

BY RAY MAUGHAN

THE POSSIBILITY of a bid for Dorada Holdings, the vehicle distribution, industrial merchanting, and engineering group, first suggested by British Car Auctions...

Keep's aspirations at the point where it is making a three-for-one equity bid currently worth 43p for Dorada, backed up by a cash underwriting after warb £4.2m, at 40p per share, by Charterhouse Japhet...

trip in Eire. Dorada shareholders are advised to take no action. They would control 76 per cent of the merged company if Keep's equity offer is implemented in full...

Dealings suspended in Yorkshire Fine shares

THE shares of Yorkshire Fine, the wool spinners, were suspended yesterday at the company's request pending an announcement. The suspension price of the shares was 16p.

U.S. EXPANSION BY STAVELEY Staveley Inc., the U.S. subsidiary of Staveley Industries, the international engineering and mineral products group, has acquired for just under £1m Harrison Laboratories Inc., a transducer and ultrasonic special services manufacturer of Stamford, Connecticut, which has 50 employees.

MINING NEWS

Gold Fields' profits drop 48%

BY KENNETH MARSTON, MINING EDITOR

LOWER gold and base metal prices, the U.S. recession and higher interest have combined to lower pre-tax profits of London Consolidated Gold Fields by 48 per cent to £96.5m in the year to June 30 from £184.3m in the previous 12 months.

Gold Fields' subsidiary companies did better with £9.2m against £4m thanks to increased production at the Orix gold mine in New Mexico and higher earnings at the big Mount Newman iron ore operation in Western Australia.

As a result of higher interest rates and the investment of funds previously held on deposit, profits made on exchange rates and realisations of investments have fallen in £22.4m from £39.7m in the previous year when there was a £23.1m profit on the sale of the holding in Australia's North Beach 8811 mining and investment house in EZ Industries.

Mackness' support Pioneer bid

Pioneer Concrete (Holdings), the Australian-owned building products company, has posted its final offer document in its contested £18.7m bid for Mixconcrete (Holdings) of Northampton.

The final document draws the attention of Mixconcrete's shareholders to the fact that members of the Mackness family, which founded Mixconcrete, have now supported the 199p bid in writing.

and managing director of Mixconcrete, said his board's opposition to the bid was unchanged and he refuted the asset valuation points made by Pioneer.

J. SMURFIT BUYS DIAMOND PLANTS

The Company and Diamond International Corporation, New York, has concluded a previously announced transaction in which the Jefferson Smurfit Group in a joint venture with Mr Dan Hindman and Clark Holdings Chicago, acquired 12 Diamond plants which made up its packaging, container, paper board and graphic arts divisions.

Chevron joins Peko at Parkes

AUSTRALIA'S financially pressed Peko-Wallend has found a partner to help with the development of its big copper-gold deposit at Parkes in New South Wales, which looks set to become another huge open-pit mining operation on the scale of the Rio Tinto-Zinc group's Bougainville in Papua New Guinea.

Detour Lake gold mine on schedule

THE RECENT strength in the bullion price has brought welcome relief to the owners of Detour Lake, the biggest new gold mine under development in Canada.

The mine, owned as to 51 per cent by Amoco Canada Petroleum with the remainder 50 per cent divided equally between Dome Mines and Campbell Lake Mines, is now about halfway to completion, and is scheduled to come into production in October next year, reports John Szonchak from Toronto.

Midland lifts stake in Crocker

Midland Bank has bought 175,000 shares in Crocker National Corporation for \$4.1m. The shares were bought in the open market on August 24 at \$23.50 each.

Under the first stage of the investment, completed late last year, Midland Bank acquired 9.1m shares at a cost of around \$600m.

Under the terms of the investment agreement Midland Bank is limited to owning a maximum of 51 per cent of Crocker's capital on a diluted basis. The bank may not increase its stake above that level without the permission of a majority of the Crocker board, excluding Midland Bank representatives.

W.M. STEWARD

William Stewart and Co., as part of the William Stewart Group, has agreed the acquisition of Mann Egerton Electrical, an electrical contractor. It is understood that the acquisition is for an undisclosed cash sum and that Mann Egerton Electrical will be re-named M.E. Electrical and will operate as an independent unit in the William Stewart Group.

LONDON TRADED OPTIONS

Table with columns: Option, Ex/ri/cse, Vol., Closing offer, Vol., Closing offer, Vol., Equity Close. Includes sub-sections for Oct, Jan, April, and various option types like SP, GU, Cons, etc.

ROUND-UP

Plans are under way to start exploiting the Golgotha iron ore mining complex near Sirjan, 100 miles south-east of Kerman in Iran, according to news agency reports.

EUROPEAN OPTIONS EXCHANGE

Table with columns: Series, Vol., Nov, Last, Vol., Last, Vol., Last, Stock. Lists various European options like GOLD, AMRO, HEIN, etc.

Expansion by Mitchell Cotts

Mitchell Cotts, the international engineering and transportation group, has completed negotiations which will have the effect of substantially increasing the scope of its UK-based contract hire road transport activities.

operated by Aris and its subsidiaries in the UK, together with four of Aris' existing depots.

Avis UK company's decision to concentrate attention on its growing car rental business which, according to Avis' UK managing director, Alan Cuthart, expanded significantly last year and is expected to grow further in 1982.

JAMES WILKES

James Wilkes states that agreement has been reached in principle for members representing 57 per cent of the issued ordinary shares to sell those shares to Mr Aneurin Terence Brain at 79p per share.

ASSOCIATE DEAL

Howard Tennans - Grieveson, Grant and Co, as associates of Esley-Typos property group, has bought 200,000 ordinary shares.

Quest gives subsidiary sales for first half

Quest Automation, the Computer-Aided Design (CAD) company, has released sales figures for its main subsidiary for the first six months of the current year. The company has yet to produce figures for its full-year ended February 1982.

Elm in the UK for the first six months of this year. Quest said that the comparable figure for a year earlier was £500,000.

Twinlock prepares for USM listing next week

TWINLOCK, the manufacturer of paper-based office supplies and office furniture, is joining the USM next week. Dealings in the company's shares and 15 per cent unsecured loan stock 1976-99 are expected to begin on September 20.

At the balance sheet date of February 28 1982, net tangible assets were £7.57m, taking the unsecured loan stock at its discounted value of £1.68m. Recent trading under Rule 163(2) have been at 21p for the ordinary shares (a market capitalisation of £4m) and 92p per cent for the unsecured loan stock.

This advertisement is placed in compliance with the requirements of the Council of The Stock Exchange. Application has been made to the Council of The Stock Exchange for grant of permission to deal in the Unlisted Securities Market in the under-mentioned securities. It is emphasised that no application has been made for these securities to be admitted to listing.

Twinlock PLC (Incorporated under the Companies Acts 1908 to 1917. Registered in England No. 162422) Share Capital: Authorised £2,200,000, Issued and fully paid £2,136,896. Loan Capital: Issued and outstanding £2,639,973.

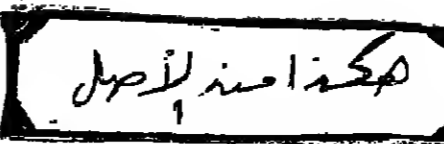
M. J. H. Nightingale & Co. Limited

Table with columns: 1981-82, Company, Price Change, Gross Yield, P/E, Fully Paid. Lists various companies like 129 120 Ass. Bnt. Ind. Ord., 138 100 Ass. Bnt. Ind. GULS., etc.

A SUPERB OFFICE BUILDING NEAR THE BANK OF ENGLAND 19,210 SQUARE FT. WITH CAR PARKING. TOILET TELEPHONE 01-236-4040

BASE LENDING RATES

Table with columns: Bank/Institution, Rate. Lists various banks like A.B.N. Bank, Allied Irish Bank, Anglo Bank, etc.



Companies and Markets

INTERNATIONAL COMPANIES AND FINANCE

\$150m Eurobond launched by Prudential Insurance

By Alan Friedman

PRUDENTIAL INSURANCE OF America yesterday made its debut in the Eurodollar bond market with a \$150m 12 1/2 per cent five-year issue...

America's 12 per cent 1987 paper improved by 1/2 point to close at 92 1/2, but is still below its level of 95 1/4 a week ago...

Prices of most Danish foreign bonds gained about 1/2 point on the day amid moderate trading volume...

French banks in credit card clash

By Alan Friedman and David Marsh

TWO OF the pillars of France's co-operative banking establishment Banque Populaire and Credit Mutuel are on the point of making far-reaching decisions on the adoption of banking payment systems...

TENTATIVE AGREEMENT ON DEBT RESTRUCTURING

Harvester in new deal with banks

By Richard Lambert in New York

INTERNATIONAL Harvester, the struggling farm equipment and truck manufacturer, said yesterday that tentative agreement had been reached on terms of a new debt restructuring package...

On Monday, Harvester announced that it would hold a special shareholders meeting at the end of October to approve an increase in its authorised share capital...

essential if it is to maintain liquidity throughout 1983, and to succeed in its efforts to restructure itself voluntarily without resorting to the courts...

Under the current debt restructuring pact, interest on the Harvester parent company loan is set at 10 1/2 per cent of the prime or base lending rate...

Co-enerco buys Sabine assets

By Nicholas Hirst in Toronto

THE Co-operative Energy Corporation, a Calgary-based group set up under the Canadian national energy programme to increase Canadian ownership of domestic oil and gas reserves...

The Federal government has seized up on the pressure for "Canadianisation" of domestic oil and gas assets...

The Federal government has seized up on the pressure for "Canadianisation" of domestic oil and gas assets...

Kroger in financial services move

By Our Financial Staff

KROGER, the Ohio retailing group, has formed an equally-owned joint venture with Capital Holding under which Capital will market a variety of consumer financial services...

Bendix alleges anti-trust problems in UT bid

By Our New York Staff

IN THE latest round of court actions in the three-way takeover battle involving Bendix, Martin Marietta and United Technologies, Bendix has alleged that United Technologies would "destroy" competition in some 13 different product groups...

Fourth quarter surge lifts Macy profits

By Our Financial Staff

A STRONG FOURTH quarter surge in earnings has enabled R. H. Macy the large U.S. department store chain to notch up record profits for the seventh year in succession...

Setback for General Cinema

By Our Financial Staff

THE tussle between General Cinema, the largest independent soft drinks bottler and cinema owner in the U.S., and Heublein, the vodka distiller, surfaced again yesterday when Cinema announced a fall in its results in the third quarter...

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these and other bonds see the complete list of Eurobond prices which will be published next on Wednesday October 13.

Table with columns for U.S. DOLLAR STRAIGHTS, OTHER STRAIGHTS, FLOATING RATE NOTES, CONVERTIBLE BONDS, DEUTSCHE MARK STRAIGHTS, and SWISS FRANC STRAIGHTS. Includes bond names, issued dates, bid/offer prices, and yield percentages.

Boost for Israeli bank

By L. Daniel in Tel Aviv

Net profits of Bank Hapoalim, Israel's second largest banking group, rose to Sh1 1,070m (\$37m) in the first half of this year from Sh1 447.3m in the five months to June, 1981...

Abitibi to raise newsprint price

By Robert Gibbins in Montreal

ABITIBI PRICE, Canada's largest newsprint producer, is increasing the price of newsprint in the U.S. market by \$20 a tonne from January 1, 1983. This would bring the base price in the eastern U.S. to \$620.



QUICK, WHO FIRST TURBOCHARGED GRAND PRIX RACING?

There were reports from abroad that the French Government is trying to push French banks into adopting a unified Carte Bleue system. Finance Ministry officials poured cold water on this suggestion and said the Government's policy was to leave such decisions to the banks.

Companies and Markets

INTERNATIONAL COMPANIES AND FINANCE

Michelin plans job cuts

By Our Paris Staff
MICHELIN plans to reduce its French workforce by about 6 per cent through a voluntary early retirement scheme...

If approved, the plan would mean a net loss of about 3,000 jobs among the 51,000 employed by the tyre group in France...

The announcement comes after a loss of FFf 663m (\$94m) at Michelin's domestic manufacturing subsidiary in 1981...

EMPAIN-SCHNEIDER DEVELOPMENTS

Jeumont in U.S. electronics link

BY DAVID WHITE IN PARIS

A NEW element in France's ambitious electronics programme emerged yesterday with the announcement by the private sector Jeumont-Schneider...

The purchase by Jeumont-Schneider of a stake in Microfive was approved by the French authorities at the end of last week...

Officials indicated that the company hoped to receive some government aid under support plans for the electronics industry...

build up integrated office systems around its time-division private automatic branch exchange (PABX) telephone activities...

M Christian Devin, the chairman, told journalists that the company planned initial investments of FFf 100m (\$14.5m) in the sector in the next three years...

The initial shareholding is understood to have cost about \$3m. A similar sum is being spent on setting up a study unit in France...

(\$200m) for overall investment in electronics over the next five years. The state's share of this burden is unofficially reckoned to be about FFf 550m.

Jeumont-Schneider's deal with Microfive involves loans for the U.S. company's present and future computer terminals and the purchase of an initial 18 per cent stake...

At the same time, Jeumont-Schneider is setting up a marketing company for office systems in France, taking 51 per cent in a joint venture with SG2...

In a second stage, the company is expected to invest in a distribution network in the U.S. The investment plan comes on top of FFf 200m which the company has spent since 1979...

Jeumont-Schneider, which is also active in electrical engineering and nuclear power components, has become increasingly geared to electronics...

The company has recently turned increasingly towards the foreign sector to safeguard its overall activity, where it specialises in prefabricated buildings...

Major construction groups in merger

BY DAVID MARSH IN PARIS

AN IMPORTANT restructuring in the French construction industry is underway to inject fresh capital into the family-owned Colnet building group...

The building division of the state-owned coal utility Charbonnages de France (CDF) and Spie Batignolles, the construction arm of the Empain-Schneider group...

Exact details have not yet been finalised, but one possibility under consideration is for the two larger groups each to take 40 per cent, leaving the Colnet family with 20 per cent...

The merger has been prompted by the poor state of the domestic construction industry. Colnet is ranked as one of the top 10 French construction groups...

The Government is believed to have played a guiding role in securing the restructuring in order to avoid more redundancies...

Colnet has already been co-operating with Spie Batignolles following an agreement in December 1981 to collaborate in export contracts.

Together with other French construction companies, it has signed over the last year or so large contracts for buildings in Singapore and for work on the Hong Kong mass transit railway...

By strengthening its capital backing, Colnet hopes to be able to continue making strides abroad.

Iggesund returns to profit

By Jeanne Rudbeck in Stockholm

IGGESUND, the Swedish pulp, board and chemical group, turned a pre-tax loss of SKr49m into a profit of SKr20m (\$3.19m) in the first seven months of this year...

The sale of a loss-making steel operation and the closing of a sulphate pulp plant are factors in the improved showings...

The result is in line with the group's forecast that 1982 as a whole would show a "substantial" improvement over 1981's pre-tax loss of SKr40.1m...

Iggesund predicts profit growth to be slower during the rest of 1982 and the final earnings will depend on foreign exchange developments.

Current losses on foreign borrowings cut seven-month earnings by SKr18m. Trading profits climbed by 73 per cent to SKr147m, including SKr17m in stock appreciation...

An extraordinary income of SKr10m, against extraordinary losses of SKr3m in 1981, resulted in a profit before appropriations and taxes of SKr30m, against a loss of SKr52m for the first seven months last year.

Italian retailer lifts sales in first half

BY JAMES BUXTON IN ROME

RINASCENTE, the Italian company which runs a network of department stores and hypermarkets, increased sales by 20 per cent to L680bn (\$487m) in the first half of this year...

Gross margins were down, however, partly because of the fact that the fastest growing sales were of food items, which do not enjoy big margins...

Last year profits rose by almost three-quarters to L26bn on annual sales of L1336bn. The company returned to profits in 1979 after incurring losses from 1975 onwards.

NORSK JERNVERK, Norway's state-owned iron and steel concern, seems set to incur a loss of more than Nkr 300m (\$43m) on operations this year...

Mr Per Bakken, the managing director, will not put a figure on the deficit he expects this year, but points out that the first-half loss was Nkr 150m and there is no reason to foresee any improvement in the current six months...

The group's iron and steel plant in northern Norway is currently operating at about 70 per cent of capacity, with more than 700 workers on short time, while a tinplate plant at Bergen and mines at Rana are operating normally...

Control of the group passed last year to two prominent Milanese businessmen, Sig Giuseppe Cabassi and Sig Guido Terruzzi, when the Agnelli family, which controls Fiat, along with Mediobanca, the merchant bank, sold their stakes.

Marzotto, the textile group, reports turnover up 21 per cent, to L143.9bn in the first half of 1982.

The company expects "positive" results by the end of the year, in line with the interim profits trend.

Jernverk sees loss again

BY FAY GJETER IN OSLO

NORSK JERNVERK, Norway's state-owned iron and steel concern, seems set to incur a loss of more than Nkr 300m (\$43m) on operations this year...

Mr Per Bakken, the managing director, will not put a figure on the deficit he expects this year, but points out that the first-half loss was Nkr 150m and there is no reason to foresee any improvement in the current six months...

The management is working on a long-term plan for the concern's future development, to be submitted to the Ministry of Industry around the end of this year. It will probably involve cuts in some of Jernverk's operations, but so far no details have been revealed.

Senior posts at Hoffmann-La Roche

F. HOFFMANN-LA ROCHE has made the following appointments: Dr Andreas P. Leshner, head of the pharmaceutical division, has become deputy chairman of the executive committee...

Dr Guido Richterich, head of the personnel department, has been promoted to general manager and a member of the executive committee. Dr Ulrich Gnegsberg, head of group accounting, has been promoted to central manager...

BANK, Brussels branch, will be leaving Brussels shortly to assume a new assignment in Tokyo. Mr Masahide Yamamoto has been appointed his successor...

Mid-West company of Burr Ridge, Illinois, a subsidiary of Beatrice Foods. The U.S. NUCLEAR REGULATORY COMMISSION has appointed Mr Eric W. Roe as its executive director...

Suchoversky was vice-president, Europe, for Alcan Aluminium. Mr Robert G. Boulton has replaced Mr Gary A. Childress as chief executive officer of GULF RESOURCES AND CHEMICAL CORP...

Mr Alan W. Lovelace, corporate vice-president-science and engineering of GENERAL DYNAMICS CORP, has been named corporate vice-president-productivity and quality assurance...

Mr Arthur W. Schultz, retired chairman of Foote, Cone and Belding Communications, has been elected to the board of ZENITH RADIO CORPORATION...

Mr John S. Gordon, senior representative, Houston representative office, has been seconded to the South Development Agency, Houston. Mr James H. Small, deputy manager, Hong Kong branch and representative, south east Asia representative office, has been seconded to Associated Merchant Bank Pte, Singapore...

INTERNATIONAL APPOINTMENTS

Kakuzi LIMITED COFFEE, TEA AND SISAL PLANTATIONS AND RANCHING IN KENYA. Extracts from the audited results for the year ended 28 February 1982. Coffee: 2,302 tonnes. Tea: 1,837,777 kilos. Sisal: 1,240 tonnes. Livestock: 5,913 head.

SEK AB Svensk Exportkredit (Swedish Export Credit Corporation) US\$100,000,000 15 1/4% Notes due 1989 convertible at the option of the holder to Floating Rate Notes due 1989.

Keppel Shipyard Limited US\$25,000,000 9 percent Bonds 1983. NOTICE IS HEREBY GIVEN to all bondholders of the above-captioned issue that: For the purchase year ended 15 August 1982, the aggregate principal amount of Bonds arising from purchases made pursuant to Clause 5(c) of the Conditions of the Bonds and from acceptance of Bonds surrendered pursuant to the Purchase Agency Agreement is US\$302,000.

Province of Ontario (Canada) Net proceeds to be advanced to Ontario Hydro. \$300,000,000 14 1/2% Notes Due August 31, 1992. \$200,000,000 15 1/4% Debentures Due August 31, 2012. Principal and interest payable in The City of New York in lawful money of the United States of America.

E. F. HUTTON INTERNATIONAL INC. is pleased to announce that its International Bond Department has moved effective 13th September, 1982 to: CEREAL HOUSE, 58 MARK LANE, LONDON EC3R 7EJ. Telephone No.: 01-481 2515. Direct Telex No.: 8811857-EFH LD.

INVEST IN 50,000 BETTER TOMORROWS! 50,000 people in the United Kingdom suffer from progressively paralyzing, MULTIPLE SCLEROSIS—the cause and cure of which are still unknown—HELP US BRING THEM RELIEF AND HOPE. We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH.

Handwritten note in a box: ٤٠٠٠٠٠٠٠

Companies and Markets INTL: COMPANIES & FINANCE APPOINTMENTS

Mitsubishi Chemical in the red at six months

BY YOKO SHIBATA IN TOKYO

MITSUBISHI Chemical Industries, Japan's largest chemical company swung into the red at the pre-tax level in the half year ended July 31. As a result, the company has omitted its interim dividend after paying ¥2.5 a share a year earlier.

loss of ¥1.8bn against a gain of ¥1.7bn. The company slumped to a pre-tax loss of ¥2.1bn (\$7.5m) from the previous year's profits of ¥1.56bn. After drawing on internal reserves, the company reported half year net profits of ¥6m, down by 97.4 per cent from the previous year's ¥2.3bn. Interim sales were ¥372.1bn (\$1.4bn), up by 2 per cent.

pharmaceuticals and biochemicals which rose 40 per cent to take 3.4 per cent of the total. Petrochemicals products remained the largest sector accounting for 41.5 per cent of the total after a 1 per cent fall in sales. Sales of agricultural products declined by 10.2 per cent to account for 9.9 per cent.

Property sector fuels growth in HK\$ loans

By Robert Cottrell in Hong Kong

A MASSIVE and rapid expansion in Hong Kong dollar syndicated loans, led by property sector borrowers, is analysed in the September economic report of the Hongkong and Shanghai Banking Corporation. The report identifies 43 such loans totalling HK\$12.3bn (US\$2m) in 1981, against just six totalling HK\$1.1bn in 1979, and 20 totalling HK\$6.5bn in 1980.

Moscow Narodny Bank has new chairman

Mr D. J. Penzin has been appointed chairman and managing director of the MOSCOW NARODNY BANK in place of Mr O. N. Konnikov who has retired.

Hemisphere. Unbrako Europe is a manufacturer of precision fasteners and components and has operations in the UK, Ireland, France, Germany, Italy and Denmark. Mr Mike D. Kirk is appointed managing director, T. J. Brooks (Leicester), a position previously held by Mr Clarke.

David Jones earnings up 58%

BY LACHLAN DRUMMOND IN SYDNEY

DAVID JONES, the Sydney based departmental store group which is controlled by Adelaide Steamship boosted net profits by 58 per cent in the year to July 31 despite a 23 per cent decline in the second half.

Turnover from the group's Australian operations was 19.44 per cent higher at A\$524.96m which the contribution from the U.S. departmental store and office supplies operation was 9.2 per cent ahead at US\$163.3m.

were also extraordinary profits, down from A\$19.7m to A\$7.1m. Although the effect of flat consumer demand was felt in the final quarter, the directors are confident of further profit growth in the current year as the group improves its market share in Australia.

Another deficit for Nanyang Cotton Mill

By Our Hong Kong Correspondent

HONG KONG'S recessionary economy has dealt a double blow to Nanyang Cotton Mill. The textile company is in loss on its trading operations, while a property development on its surplus industrial land has been cancelled.

Kulim to sell loss-making hotel complex in Tobago

BY WONG SULONG IN KUALA LUMPUR

KULIM, the Malaysian plantations group, is to sell its hotel business in the Caribbean island of Tobago, agreement has been reached with Gaspar Grande, a company owned by Trinidadian investors, for the sale of the entire issued capital of 4.5m shares in Mount Irvine Bay Hotel (MIBH) for a cash consideration of TTS 1.5m (U.S.\$625,000).

Kulim said the agreement to sell MIBH was made because of the difficulties of managing the hotel and golf complex from has been reached with Gaspar Grande, a company owned by Trinidadian investors, for the sale of the entire issued capital of 4.5m shares in Mount Irvine Bay Hotel (MIBH) for a cash consideration of TTS 1.5m (U.S.\$625,000).

All but one of the 18 published loans in the first half of 1982 were for property development. During 1980 and 1981, property-related companies raised over HK\$10.6bn through the loans. The total capital raised through the loans over the last two years has equalled the amount of new capital raised on the stock exchanges, and reflects the cash thirst of fast-growing companies through Hong Kong's now-deflating property boom.

Until about five years ago, published syndicated loans were locally a rarity. Any form of large loan was uncommon and bank overdrafts were the typical method of financing. The first significant borrower was the government-backed Mass Transit Railway Corporation, which borrowed HK\$1.25bn in two loans in 1977.

Several reasons are suggested for the market's explosive growth. Increasing demand for large loans impressed on local banks the prudence of syndication rather than risking large exposure to a single borrower; the local stock market has in recent months not been promising ground for new issues; and many borrowers and lenders have found it attractive to explore alternatives to loans priced at the local "best lending rate."

Pricing of Hong Kong dollar syndicated loans over Hibor (Hongkong interbank offered rate) has become increasingly common. It attracts borrowers who have seen Hibor fall below best lending rate. It also attracts foreign bank lenders who depend on the interbank market for funding.

General Sir Hugh Beach and Air Chief Marshal Sir Alasdair Steedman have been appointed members of the SECURITY COMMISSION in succession to General Sir Dudley Ward and Admiral Sir Horace Law whose resignations have been accepted by the Prime Minister. The other members of the Security Commission are Lord Bridge of Harwich (chairman), Lord Justice Griffiths, Lord Greenhill of Harrow, Lord Allen of Abbeydale and Sir Alan Cottrell. They form a panel of seven from whom three, including the chairman, are normally selected on each occasion when the Commission is invited to investigate a suspected breach of security.

Mr W. Riddell is retiring as director and chairman of BURGESS PRODUCTS HOLDINGS on December 31. He will be succeeded by the deputy chairman, Mr C. B. Cotton.

Mr Haydn McIlroy has been appointed managing director of J. J. WILLIAMS (PLANT HIRE). He was general manager.

KIRKLAND - WHITTAKER (STERLING BROKERS) has appointed Mr R. W. Quantick as chairman and Mr C. T. Woodcock as managing director.

SPS TECHNOLOGIES INC. has made the following appointments: Mr Tom E. Clarke is appointed managing director, Unbrako Europe division. Mr Clarke replaces Mr John P. McGrath who returns to the U.S. to take up the position of president, Latin America/Southern

Mr Kenneth M. Spence has been appointed director/vice-president international of KORN / FERRY INTER-

CONTRACTS

£4m work for A. E. Symes

WORK HAS started on a £4m building and conversion programme to provide new offices and luxury flats in Broadwick Street, Soho. Work involves conversion of a terrace of six Georgian houses into offices as well as building a seven-storey block to house offices, some light industry and flats. Developer Hazelmere Estates has awarded the contract to A. E. SYMES, part of the John Willmott Group.

60,000 square metres of Duralclad composite panels have been ordered for roofing and cladding the industrial port transit sheds at Yanbu Industrial City, Saudi Arabia. Finished panels are assembled and injected with foam insulation at Alcan's factory in the United Arab Emirates to reduce high shipping costs and speed up delivery. The panels will be trucked 1,000 miles across the desert from Sharjah, on the Arabian Gulf, to Yanbu on the Red Sea coast.

WEST'S PILING has started work on a £4m contract for the installation of over 16,000 shell piles for the new Colwyn Bay A55 trunk road scheme, using some 140,000 metres of precast shells during the 44-week contract.

DUNSTABLE-BASED DCC has won two contracts to supply equipment for the Mercury alternative telecommunications network. Awarded by Cable and Wireless, on behalf of Mercury Communications, these are a £1.2m contract for the supply of "RAPAC" microwave radio system, which provides "intra-city" data communications, and a £237,000 contract for the company's CVSD voice codes, which convert analogue input telephone conversations into digital form.

BUSINESS WORTH £14m has been obtained by ALCAN BUILDING MATERIALS in the Middle East. A £250,000 order for 14,000 square metres of Duralclad insulated sheet has been delivered for roofing and cladding the municipal stores at Abu Dhabi. In a further £1.3m contract,

BDH CHEMICALS of Poole, Dorset, has ordered an ICL 2958 computer. The total contract, with software, is worth in excess of £400,000. Delivery is scheduled for late September 1982.

NAVAL SUPPORT vessels in the Royal Fleet Auxiliary are to be fitted with navigational systems

Turkish lira (£1m) for the design of a replacement for the Galata Bridge, crossing the Golden Horn in Istanbul, has been won by MOTT, HAY & ANDERSON, Crofton. It includes feasibility studies, detailed design and supervision responsibilities. The feasibility study will start immediately and provide three alternative solutions. Construction is planned to begin in December 1983 and will take about three years. Similar to the principle Mott, Hay & Anderson employed for the construction of the new London Bridge, the Galata replacement will be built alongside the existing pylon structure, to allow uninterrupted day-to-day traffic on one of Istanbul's main arteries. It is a condition of the contract that the new bridge blends in with the surrounding ancient architecture and historic skyline.

REDDIFFUSION RADIO SYSTEMS under a contract worth over £250,000. The system provides the navigator with the choice of three position computations, one based on Omega VLF signals, one based on signals received from the Transit navigational satellites giving a position which is continuously updated as a DR position (dead reckoning) using inputs from the ship's log and gyro sensors and a third which is a computer prediction of "most probable position" (MPP) derived from mathematical analysis of the relative accuracy of the other two position calculations.

ROHDE & SCHWARZ UK, Chessington, has been awarded a contract worth over £290,000 by Thom EM Ferguson to supply a television transmitting system, together with test and measurement equipment. The system can provide television test signals, included Standard 1 (Pal), Standard B/G (Dual) Stereo Sound and Standard 1 (Secam).

DYNAPAC (UK) is supplying 10 CC-10 tandem vibratory rollers to Bath Plant Hire Services through the local Dynapac dealer Meadham Plant Co.

Large advertisement for Renault featuring the slogan 'VOILA RENAULT.' and images of various Renault vehicles including a Formula 1 car, a truck, and several cars. Text includes 'Monte Carlo rally and the 'Tour de Corse' two of the most famous and difficult international races' and contact information for Renault in France.

# ENERGY REVIEW

## Europe's future dependence on Soviet energy

By David Tonge, Diplomatic Correspondent

AS WESTERN governments seek to end their row over the Soviet gas pipeline, it is only rarely that they focus on the strategic issue at stake—the future of East-West energy trade.

U.S. officials, scrambling for crumbs of comfort in the confusion, argue that they have forced European leaders belatedly to face this issue. Yet few of the countries involved seem fully to have thought through the implications of the major shift under way this decade as gas takes the place of oil in Soviet exports.

One telling scenario of the changes involved is that developed by Mr Ian Smart, secretary of the British Institute of Energy Economics and a man whose background includes spells with Royal Institute for International Affairs (Chatham House), the International Institute for Strategic Studies and the Foreign Office.

It is a scenario taking account of the latest available forecasts from bodies ranging from the Soviet authorities, through the major oil companies and the United Nations in the CIA. As such it is worth exploring in detail, though its assumptions, when it was developed earlier this year, mean that it tends to maximise the degree of future western dependence on the East.

In Mr Smart's view, the Europe of 1990 will bear a number of striking similarities to that of 1980. The Soviet Union will be supplying West Europe with an almost identical share of the total primary energy it uses—6.9 per cent of coal, gas and oil expressed in tons of oil equivalent, as compared with 6.6 per cent. Moscow

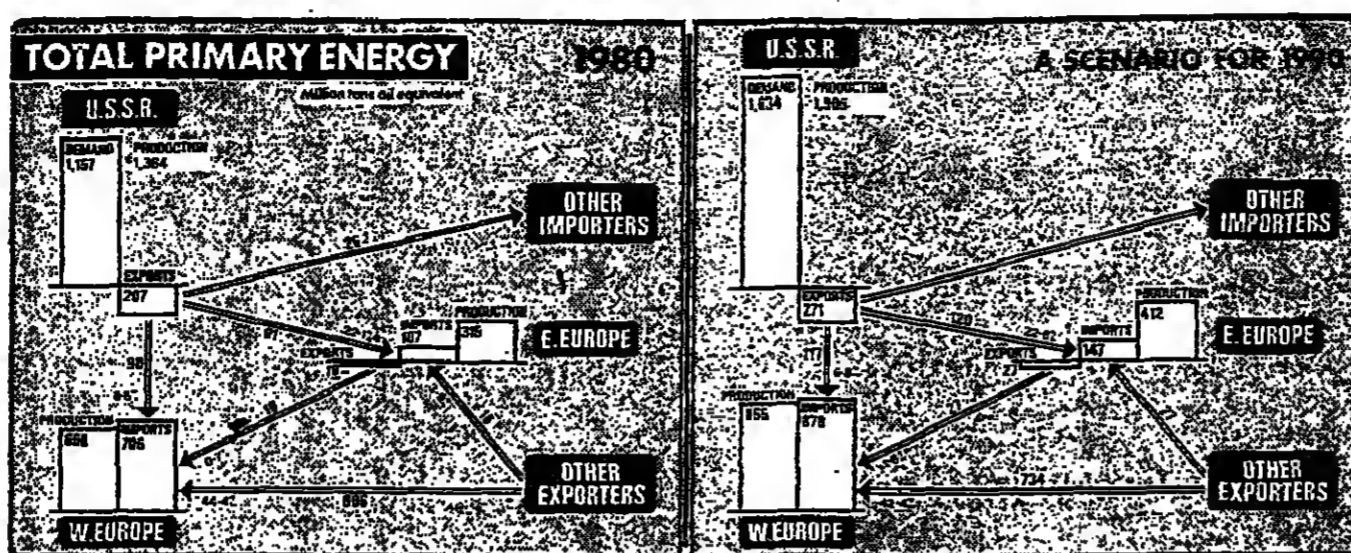
will also be supplying East Europe with a share close to today's 22.6 as against 22.1 per cent.

One might change for West Europe will be that it will obtain 1.6 per cent of its energy requirements from East Europe (all coal) compared with 0.7 per cent in 1980. West Europe's imports from other sources will be marginally down, though still equivalent to more than 42 per cent of consumption.

Breaking these aggregates down shows that similar overall country patterns will also continue. West Germany will receive around 6 per cent of its energy from the Soviet bloc, compared with around 6.6 per cent recently. For France and Italy the share is slightly higher and in Italy's case dependence will leap to 11 per cent. More striking still is the extent to which some of Europe's smaller countries will remain heavily dependent on the East—Iceland, 20 per cent in 1990; Austria, 40 per cent; and Finland, up to 75 per cent.

To this extent Mr Smart's figures largely imply more of the same. But the aggregates do, of course, disguise the increasing leverage obtained by the Russians as gas—which can only be replaced at short notice with difficulty—becomes substituted for oil.

Mr Smart's own forecasts are based on the assumption that the 3,500-mile Urengoy-Yamburg-West Europe pipeline comes closer to its originally planned capacity of 40m cubic metres per year than is at present certain: firm contracts now only exist for 21.2m cubic metres, though Italy could add 6m-8m cubic metres in this



Percentage figures show the share of consumption in East and West Europe.

uranium reserves have been a state secret since the 1940s. Only too often precise figures on Soviet energy developments tend to blur under the microscope. Mr Smart himself describes his ideas as a framework for discussion. But many of his assumptions fit in with mainstream thinking in the various bodies specialising in Eastern energy.

On Soviet oil production, for instance, he expects the authorities to be able to ensure that output is maintained through the 1980s at levels slightly higher than today. 645m tons as against today's figure of just over 610m tons.

The CIA, which five years ago predicted that the world's largest oil producer would have to import oil by 1985, remains pessimistic about Soviet potential. Figures released by

Dr Joseph Licari, one of its economists, at a Nato seminar last year show that the agency thought production could be down to 400m tons by 1980. But most oil companies challenge this. Two surveys of available forecasts by Mr Jonathan Stern for various U.S. congressional committees and by the Office of Technological Assessment, both argued that the Russians should be able to maintain current output levels.

The recent surprise news that the Russians should have a new field in the Ob delta in north west Siberia on stream by 1985 producing around 40m tons per year underlines Soviet long-term oil potential.

Mr Smart also seems on firm ground when he argues that the Russians should be able to ensure that gas production grows strongly. More question-

able is whether Eastern Bloc coal production will meet targets, whether because of troubles in Poland or because of the continuing technical difficulties being faced by the Russians as they try to develop the world's first 1,500 kv DC line to transport electricity from the huge coal fields of Kazakhstan to the consuming areas in west Russia.

A further major assumption is that the West's energy needs will be increasing by around 3 per cent a year by the late 1980s. With recession continuing, demand, in other words, could be less than forecast in Mr Smart's scenario, while the potential errors in the other variables all point in the same direction—so the scenario overstates rather than understates the degree of future western dependence on the East.

These changes for the West are mirrored by perhaps even more disturbing changes for the Eastern European countries dependent on the Soviet Union. "There seems no doubt that not only is energy Eastern Europe's biggest new problem, but that the situation is likely to become worse and there is a distinct likelihood that energy will be a major constraint on economic growth in the 1980s," writes Mr Stern in his recent book *East European Energy and East-West Trade in Energy*. He goes on to warn: "Part of any resulting political unrest may therefore be directly attributable to the energy crisis in Eastern Europe."

Mr Stern argues that no major discoveries of oil or gas can be expected, that production of existing fields is static or declining, and that the area's dependence on the Soviet Union for oil and gas will continue. Romania's depleted reserves of these two fuels mean that it is likely to become ever more dependent on outside supplies. At the same time nuclear power is taking longer to introduce than hoped.

All this causes a dilemma for the Soviet authorities who have to balance the problems of East Europe and their own economy against their need for hard currency earnings from oil during a period when their surplus

available for export will probably decline. In 1980 oil and oil products accounted for 46.7 per cent of Soviet hard currency exports and gas for 11.1 per cent; coal and coke brought the total to 89.3 per cent.

So far the authorities' response has involved both volumes and prices. They have tightened up on deliveries to East Europe, reducing them by around 10 per cent earlier this year. They have also jacked up the price which their allies have to pay. This has long been well below market prices. In 1980 it was only 50 per cent of outside levels but this year prices were raised by 30 per cent in two-thirds of free market levels. Under existing agreements deliveries outside normal contracts have been at full market rates.

Mr Smart's projection is that East Europe's oil import requirements in 1990 will be 109m tons—a figure just below forecasts by Mr Anthony Scanlan of BP and just above the 100m tons prediction of Mr Stern. The general expectation is that the Soviet Union would supply around 70m tons of this, which raises the questions of how the rest will be paid for and where it will be obtained.

Mr Stern sees two options. The first is that East Europe will be unable to resort to one escape route it found in the 1970s—shown in the building up of its net foreign debt from \$6bn to around \$55bn—and will have to cut back oil imports to no more than 50m tons a year with all the problems this could cause to growth and social stability. The other is that the Soviet Union may

be started to ensure that the larger western consumers of Soviet gas have some flexibility to handle any cut off of supplies? Reservoirs, contracts with industrial users allowing for switching to other fuels, short-term alternative sources such as the Netherlands, connecting North Sea gas to the continental grid—all these need greater examination.

Should the West be reacting more strongly to the massive dependence of countries such as Iceland, Austria and Finland on Eastern Bloc energy?

Should energy problems be allowed to aggravate the situation in Eastern Europe? Poland has already shown the tensions that can erupt. With a sizable share of West Europe's energy being channelled through East Europe this is a particularly crucial issue, not least at a time of leadership changes in the Kremlin.

Should more attention be being given to developing alternatives, and in particular, as the U.S. argues, to encouraging Norway to produce more gas and earlier than it wants? Studies have shown that Norway has the ability to supply greater volumes of gas—the political and economic terms are right. (This subject will be highlighted in next week's Energy Review.)

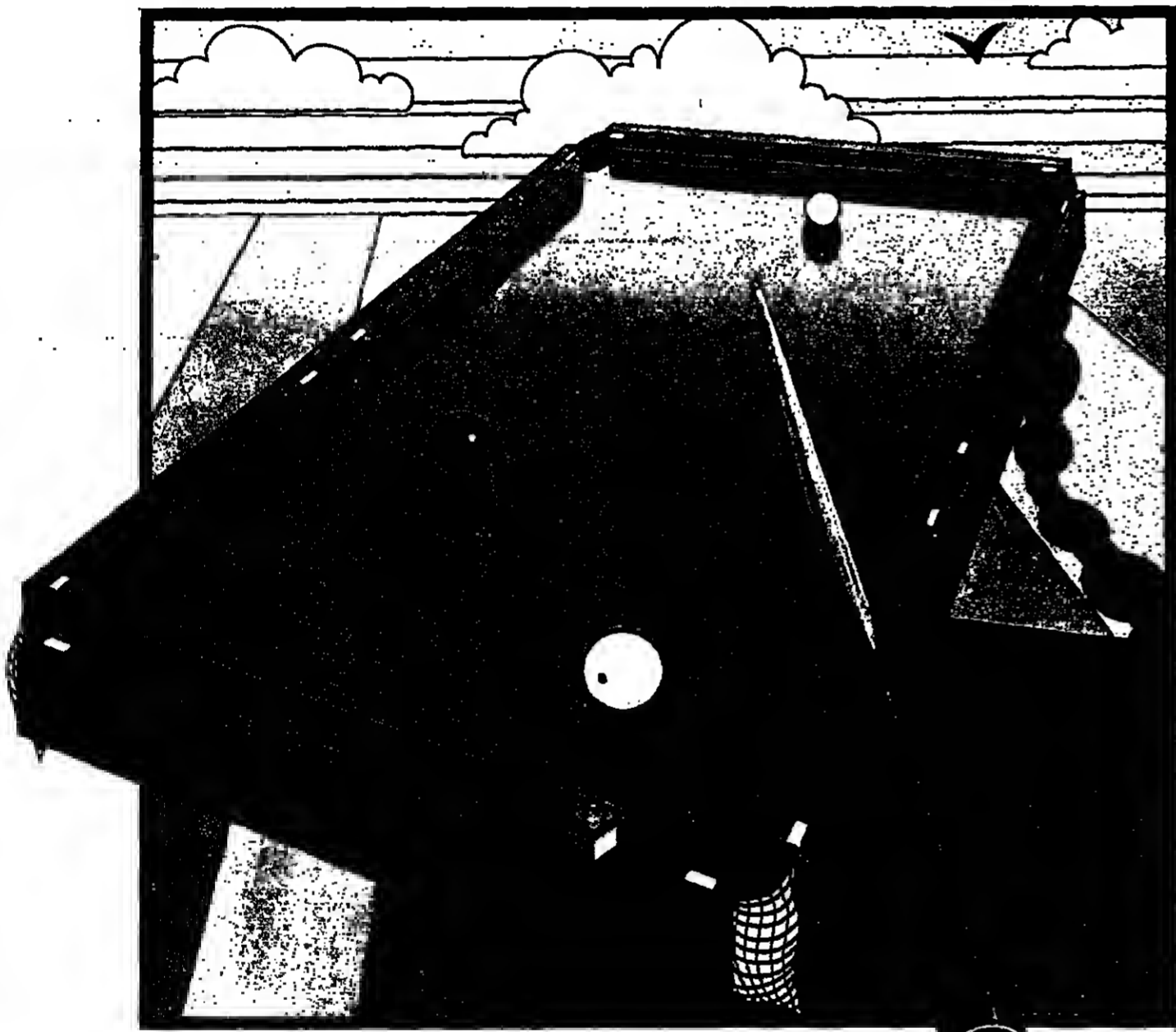
Should the Soviet Union be assisted to develop its oil and gas production? The detailed study by the Office of Technology Assessment for the U.S. Congress last November found that "western technology would be unlikely to bolster Soviet energy production without significant changes in economic policy and in the rigid centralised nature of the Soviet economic system. However, western aid could boost the amount of oil and gas which the Russians have available for export."

Parallel with this argument is a second one, of how far the West should help the East to use its energy more efficiently. Calculations carried out in the East European Economic Assessment for the U.S. Congress in 1981 show that East Europe and the Soviet Union were both using 1.5 kg of coal equivalent for each dollar GNP in 1975—three times the level of Japan and France and well above West Germany (0.6 kg), Britain (1.1 kg) and the U.S. (1.2 kg). Greater use of the price mechanism could itself have a considerable effect on reducing consumption but the scope for new energy-saving capital goods is large.

These last two arguments raise the question of how far the West should try to balance its deficit in fuel trade with the East with the potential surplus it has in fuel-producing equipment—technology, capital equipment and machinery for energy production, and capital itself. For the moment it is precisely on this point that President Reagan and his closest advisors are at odds with the West Europeans. This particular debate is as old as Nato itself. But the pipeline row has focused attention on the need for an answer.

You solve it...

What's the highest score that can be made in two consecutive shots in this billiards match?



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## OPPORTUNITIES FOR EXPANSION IN THE U.K. BANKING SECTOR

THE CHANGES NOW TAKING PLACE IN BRITISH BANKING — REGIONALLY AS WELL AS LONDON — ARE SIGNIFICANT AND FAR-REACHING. THE BANKER IN ITS OCTOBER ISSUE WILL BE DISCUSSING:

- \* **RETAIL BANKING.** Competition continues to grow for the U.K. clearing banks from Trustee Savings, Co-operative and Giro banks plus the non-banking number of foreign controlled banking subsidiaries. Is expansion being dictated by new technology? Is expanding services the key to increasing profitability in branch banking? Will Saturday opening and variable banking hours change retail banking customer loyalties?
- \* **CORPORATE BANKING.** Clearing banks now have large merchant and investment banking subsidiaries in the regions as well as the City. The "Eligibility" rules have been widened to include the foreign banking community which with their international strength increases the range of skills and source of funds available for the corporate customer.
- \* **WHOLESALE AND INTERNATIONAL.** London is the wholesale banking centre but is also Europe's leading Euromarket centre. Sterling as well as currency lending by foreign banks operating in the UK is now a significant share of the total. The expansion of the UK banks abroad in both lending and overseas branch networks and subsidiaries.
- \* **BANKING IN SCOTLAND.** The retail banking revolution and how Scottish banks have drawn ahead in the automated banking race. The special role of Edinburgh's investment fund management skills.
- \* **BANKING IN THE U.K.'S OFFSHORE ISLANDS.** The structure of banking and trust business in the context of the special constitution, legal and tax status of: THE CHANNEL ISLANDS, THE ISLE OF MAN.

An examination of the services offered by local and international banks. INSTITUTIONS COMMITTED TO THE EXPANSION OF THE UK BANKING SECTOR WHO WOULD LIKE TO ADVERTISE IN THIS IMPORTANT STUDY TO BE PUBLISHED IN THE OCTOBER ISSUE OF THE BANKER SHOULD CONTACT:

The Marketing Director  
THE BANKER  
MINSTER HOUSE, ARTHUR STREET, LONDON EC4A  
Tel: 01 623 1211. Telex: 9814734

MON OIL PRICES MARKET

سكواتر



Move to hold back rubber sales

THAILAND'S GOVERNMENT is to ask its rubber exporters to build up stocks of natural rubber in order to slow down release of exports on to the already oversupplied world market.

Denmark delays EEC fish talks

ATTEMPTS by the EEC Fisheries Ministers to reach agreement on a common fisheries policy had to be postponed yesterday after Denmark, the dissenting member, requested a two-week delay.

Philippines bans copra exports

THE PHILIPPINE government yesterday banned the export of copra indefinitely due to a shortage in domestic supply of coconuts.

SABAH Australian boost for beef

SALES by the Sabah's recently established cattle importing organisation Desco Cattle have leapt to three times the normal level recently, bringing into the limelight the state's ambitious plans to boost supplies of beef.

Australian boost for beef

Objections inside Australia to such foreign "incursions" seem remarkably few, perhaps because the purchases have injected fresh life into an impoverished area of the country.

New Year start for electronic futures

STARTING DATE for the world's first electronic futures market is now expected to be early next year, Junius W. Peake, president of Intex—the International Futures Exchange (Bermuda)—said yesterday.

U.S. cereal stocks boost forecast

WASHINGTON—The U.S. Agriculture Department (USDA) has again raised its forecasts of carryover stocks of maize, wheat and sorghums, as improved crop prospects are not being matched by domestic and export demand.

Sudan aims for sugar self-sufficiency

KENANA, Sudan's \$1bn sugar estate has adopted a five-point strategy for coming season in a bid to make the company more competitive. The contract estate began producing sugar in February 1982.

AMERICAN MARKETS

NEW YORK, September 14. A LESSENING of the credit banking crisis lowered precious metals prices yesterday.

LONDON OIL SPOT PRICES table with columns for oil types and prices.

GAS OIL FUTURES table with columns for months and prices.

BRITISH COMMODITY MARKETS table with columns for metals and prices.

PRICE CHANGES table with columns for commodities and price changes.

RUBBER table with columns for types and prices.

COFFEE table with columns for grades and prices.

SOYABEAN MEAL table with columns for grades and prices.

MONDAY'S CLOSING PRICES table with columns for various commodities.

GOLD MARKETS table with columns for gold prices.

LONDON FUTURES table with columns for contracts and prices.

LEAD table with columns for grades and prices.

ZINC table with columns for grades and prices.

COFFEE table with columns for grades and prices.

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COFFEE table with columns for grades and prices.

INDICES FINANCIAL TIMES table with columns for indices.

REUTERS table with columns for news items.

MOODY'S table with columns for ratings.

DOV JONES table with columns for market indicators.

REUTERS table with columns for news items.

MOODY'S table with columns for ratings.

DOV JONES table with columns for market indicators.

REUTERS table with columns for news items.

EUROPEAN MARKETS table with columns for various European market data.

CLASSIFIED ADVERTISEMENT RATES table with columns for ad types and rates.

Down 3 by mid session

NEW YORK Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

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Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

Stock Sept 10 Sept 11

SELECTED ISSUES

Beaufort Sea rose 1 to CS161. Domestic Petroleum, also with a

The Dow Jones Industrial Average rose more than three points to 92.00 at mid-session,

Other major spots included Baxter Travenol ahead of a point at \$451,

Canada Stocks were higher at mid-session, with oil and gold issues

Stocks closed higher on buying support and covering interest in higher Hong Kong market

Stocks were mainly higher in line with the firmer overnight Wall Street close

Stocks closed higher on buying support and covering interest in higher Hong Kong market

Stocks were mainly higher in line with the firmer overnight Wall Street close

Tokyo

Prices were slightly higher throughout the day on scattered bargain-hunting in International

Computer-makers, Light Electricals, Precision Cars and Drugs

Shares closed steady in quiet trading with investors adopting a wait-and-see attitude

Stocks closed higher on buying support and covering interest in higher Hong Kong market

Stocks were mainly higher in line with the firmer overnight Wall Street close

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Stocks closed higher on buying support and covering interest in higher Hong Kong market

Switzerland

The Market closed mostly lower on small volume as rising Eurodollar rates caused

Foreign purchases on the bourse have all but dried up because of the recent strength

Gold shares closed sharply higher after a fairly active day trading, as the bullion price

Stocks closed higher on buying support and covering interest in higher Hong Kong market

Stocks were mainly higher in line with the firmer overnight Wall Street close

Stocks closed higher on buying support and covering interest in higher Hong Kong market

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Stocks closed higher on buying support and covering interest in higher Hong Kong market

Johannesburg

Gold shares closed sharply higher after a fairly active day trading, as the bullion price

Foreign purchases on the bourse have all but dried up because of the recent strength

Stocks closed higher on buying support and covering interest in higher Hong Kong market

Stocks were mainly higher in line with the firmer overnight Wall Street close

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INDICES

NEW YORK DOW JONES

STANDARD AND POORS

STANDARD AND POORS

MONTEAL

MONTEAL

TORONTO

TORONTO

NEW YORK ACTIVE STOCKS

NEW YORK ACTIVE STOCKS

WORLD

WORLD

FINANCIAL RATES

FINANCIAL RATES

DISCOUNT

DISCOUNT

TURNER

TURNER

FINANCIAL RATES

FINANCIAL RATES



LONDON STOCK EXCHANGE

U.S. move to ease credit conditions brings enthusiastic response in London and equity index rises 14 points

Account Dealing Dates. \*First Declared Last Account Dealing Home Dealings Day... London's apparent buoyant reaction with U.S. trends was not quite so prevalent in the gilt-edged market.

Engineering leaders joined in the general advance, with GKN noteworthy for a gain of 7 to 14 1/2 ahead of tomorrow's half-year figures. Hawker put on 10 to 36 1/2, while Vickers, 14 1/2, improved 4 1/2.

Activity in London remained at a low level but persistent Johannesburg demand, coupled with the absence of any worthwhile selling pressure from overseas enabled Gold shares to move progressively higher and close around the day's best levels.

FINANCIAL TIMES STOCK INDICES. Table with columns for Date, Index, and % Change. Includes Government Secs, Fixed Interest, Industrial Ord., Gold Mines, etc.

Stores close at best. Confirmation of the continuing recovery in retail sales and subsequent hopes of a pre-Christmas shopping boom following the recent relaxation of credit controls.

Tricentral ex Rights. Reflecting the firm overnight performance on Wall Street, Oils opened higher but drifted back on lack of support before hardening again in the late dealings.

FT-ACTUARIES SHARE INDICES. Table with columns for Index, % Change, and Date. Lists various equity groups and sub-sections.

NEW HIGHS AND LOWS FOR 1982. Table with columns for Index, % Change, and Date. Lists various equity groups and sub-sections.

FIXED INTEREST. Table with columns for Price, % Change, and Date. Lists various fixed interest instruments.

RISES AND FALLS YESTERDAY. Table with columns for Rise, Fall, Same, and % Change. Lists various equity groups and sub-sections.

RECENT ISSUES

EQUITIES. Table with columns for Issue Price, Amount, Latest Return, and Stock. Lists various equity issues.

FIXED INTEREST STOCKS. Table with columns for Issue Price, Amount, Latest Return, and Stock. Lists various fixed interest stock issues.

"RIGHTS" OFFERS

Table with columns for Issue Price, Amount, Latest Return, and Stock. Lists various rights offers.

ACTIVE STOCKS

Table with columns for Stock, Closing Price, Day's Change, and Stock. Lists various active stocks.

BUSINESS INFORMATION FOR SALE. Advertisement for Business Information Service, featuring a large graphic and text describing the service's benefits.

Companies and Markets CURRENCIES and MONEY

\$ and £ weaker

Falling Eurodollar interest rates depressed the dollar in quiet foreign exchange trading. The dollar fell against the yen, the Swiss franc and the Japanese yen...

sterling was slightly firmer against the dollar, but the fall in the pound's trade-weighted index reflected its decline against other major currencies. The dollar fell against the yen, the Swiss franc and the Japanese yen...

THE POUND SPOT AND FORWARD

Table with columns: Day's spread, Close, One month, % Three months, % Six months. Rows include UK, Canada, Belgium, Denmark, France, Germany, Italy, Japan, Norway, Portugal, Spain, Sweden, Switzerland, and US.

THE DOLLAR SPOT AND FORWARD

Table with columns: Day's spread, Close, One month, % Three months, % Six months. Rows include UK, Canada, Belgium, Denmark, France, Germany, Italy, Japan, Norway, Portugal, Spain, Sweden, Switzerland, and US.

CURRENCY MOVEMENTS

Table with columns: Bank of England, Morgan Guaranty, Closing, % Change. Rows include Sterling, US dollar, Australian dollar, Canadian dollar, etc.

OTHER CURRENCIES

Table with columns: Country, Note Rates. Rows include Argentina, Australia, Brazil, Canada, Denmark, France, Germany, Italy, Japan, etc.

EMS EUROPEAN CURRENCY UNIT RATES

Table with columns: Currency, Central amount, % change, Divergence. Rows include Belgium, France, Germany, Italy, Netherlands, etc.

EXCHANGE CROSS RATES

Table with columns: Pound Sterling, US Dollar, Deutschmark, Japanese Yen, etc. Rows include various currency pairs.

FT LONDON INTERBANK FIXING (11.00 a.m. SEPTEMBER 14)

Table with columns: 3 months U.S. dollars, 6 months U.S. dollars. Rows include bid and offer rates.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: Starting, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, etc. Rows include various interest rates.

MONEY MARKETS

UK rates little changed

UK clearing bank base lending rate 10 1/2 per cent (since August 30 and 31). UK interest rates showed little overall change yesterday. U.S. rates were generally easier but the underlying remained firm...

slightly higher than expected and should enable banks to meet tax payment deadlines without pushing call money above the 8 per cent Lombard rate. Yesterday's action marked the second occasion this month that the authorities have injected funds in this way...

MONEY RATES

NEW YORK

Table with columns: Prime rate, Fed funds, Treasury bills, etc. Rows include various money market rates.

LONDON MONEY RATES

Table with columns: Starting, Interbank, Local Authority, etc. Rows include various London money market rates.

JAPAN

Table with columns: Discount rate, Call deposit, etc. Rows include Japanese money market rates.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED TRUSTS

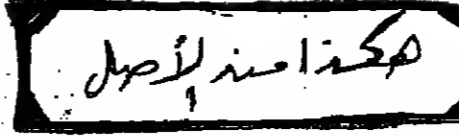
Large table listing various authorized trusts, including Abbey Unit Tr. Mgrs., Abbey Unit Tr. Mgrs. (2), Abbey Unit Tr. Mgrs. (3), etc. Columns include trust name, address, and contact information.

EGD Fixed Rate Sterling Exchange Finance Scheme IV Average Reference Rate for interest period 4 August to 7 September 1982 (inclusive): 11.087 per cent.

Local authorities and finance houses seven days' notice, others seven days' fixed. Long-term local authority mortgage rates, normally three years 10 1/2 per cent, four years 11 1/2 per cent, five years 12 1/2 per cent, 10-15 years 13 1/2 per cent.

Approximate selling rates for one month Treasury bills 10 1/2 per cent; two months 10 3/4 per cent; three months 10 1/2 per cent; six months 10 1/2 per cent; one year 12 1/2 per cent.

Notes: These rates are for the London interbank market. They are subject to change without notice. For more information, contact your broker or the FT Unit Trust Information Service.



INSURANCE & OVERSEAS MANAGED FUNDS

INSURANCES

Table listing various insurance companies and their products, including Abbey Life Assurance Co. Ltd., AIEE Life Assurance Co. Ltd., and others.

Table listing insurance companies and their products, including Life Assur. Co. of Pennsylvania, Lloyd's Life Assurance Co., and others.

Table listing insurance companies and their products, including Norwich Union Insurance Group, Phoenix Life Assurance Co. Ltd., and others.

Table listing insurance companies and their products, including Standard Life Assurance Company, Sun Alliance Insurance Group, and others.

Table listing insurance companies and their products, including Bishopsgate Commodity Ser. Ltd., Bridge Management Ltd., and others.

Table listing insurance companies and their products, including Balmoral Finance Fund (Guernsey), British Pacific Fund Mgmt. Ltd., and others.

Table listing insurance companies and their products, including Quest Fund Mgmt. (Jersey) Ltd., Galloway/Hedden Commodity, and others.

Table listing insurance companies and their products, including NBS Investment Managers Limited, Ramblers Managers Ltd., and others.

OFFSHORE AND OVERSEAS

Table listing offshore and overseas managed funds, including Abbey Fund Management Limited, AIEE Life Assurance Co. Ltd., and others.

NOTES
Prices are in pence unless otherwise indicated and are designed to show a profit or loss in U.S. dollars...



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INDUSTRIALS—Continued

Table of stock prices for various industrial companies, including columns for stock name, price, and change.

LEISURE—Continued

Table of stock prices for various leisure and entertainment companies.

PROPERTY—Continued

Table of stock prices for various real estate and property-related companies.

INVESTMENT TRUSTS—Cont.

Table of stock prices for various investment trusts.

OIL AND GAS—Continued

Table of stock prices for various oil and gas companies.

MINES—Continued

Table of stock prices for various mining companies, including sub-sections for Central African, Australian, and Tins.

Advertisement for DAIWA SECURITIES, International Finance, featuring a logo and contact information.

INSURANCES

Table of stock prices for various insurance companies.

PROPERTY

Table of stock prices for various property-related companies.

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